

THE AMERICAN

ELEVATOR AND

GRAIN TRADE

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One Dollar Per Annum
SINGLE COPIES, 15 CENTS

VOL. XLIII

431 South Dearborn Street, Chicago, Ill., April 15, 1925

NO. 10

Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

McKENNA & DICKEY

GRAIN

60 Board of Trade
CHICAGO

GRAIN DRYERS
FEED MIXERS
FEEDERS
STEAM COILS
COOKERS
MOLASSES HEATERS
SPECIAL DRY.



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WHEN YOU NEED DRIED BUTTERMILK WRITE OR 'PHONE US FOR

Quality Product, Attractive Prices, Fresh Stock at Convenient Points
Let us help you on

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S. T. EDWARDS & CO. 110 S. Dearborn St.
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For
Grain Elevator
and Silo
Construction



(Patented)

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"THE CLIMAX" SCOOP TRUCK

CAPACITY { 200 Lbs. Coal
2 1/2 Bushels Grain

Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars.

Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter. It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work.

Hundreds have tried it and will certify to the truth of these statements. Why not order now and let the Scoop-Truck be giving itself to you?

Patented July 30, 1907

PRICE: \$15.00 F. O. B. cars at factory

Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.

JONES-HETTELSATER CONSTRUCTION CO.

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FEED PLANTS

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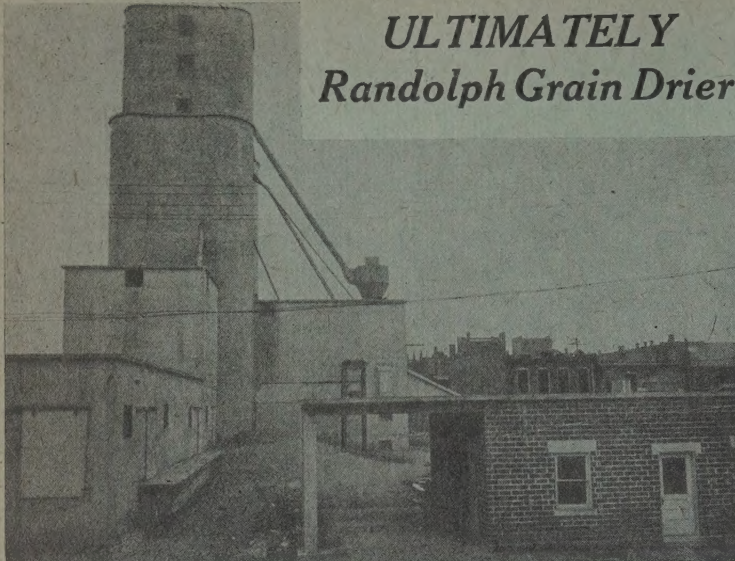
Super - Service Grain Elevator and Conveyor Belting

Manufactured by

**HAMILTON RUBBER
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Trenton, N. J.

Branches: Chicago, New York, Philadelphia



ULTIMATELY Randolph Grain Drier

ELEVATOR OF THE DESHLER FARMERS ELEVATOR COMPANY, DESHLER, OHIO

THIS PLANT EQUIPPED WITH A RANDOLPH DIRECT HEAT
GRAIN DRIER.

Deshler, Ohio, March 27, 1925

O. W. Randolph Co.,

Toledo, O.

Dear Sirs:

We are more than pleased with the results we have been getting from our new drier. This is now our third drier of yours. We were well pleased with the other two, but it does seem now to us that you have reached the limit in perfecting a drier that automatically attends to itself, simple as any piece of machinery we have. With the continuous flow and automatic regulations so that it requires no extra time outside of oiling and a fire about once an hour. With the direct heat it requires the minimum amount of fuel, and then leaves the grain so that it is impossible to tell it was dried other than its natural seasoning. With the solid sections for the grain to pass over they ought to last many seasons without replacing, so that the repair upkeep will be practically nothing. You can count on us with the highest recommendation to any one who might be at all interested.

Very Truly Yours,

The Deshler Farmers Elevator Co.

Charles B. Krohn, Mgr.

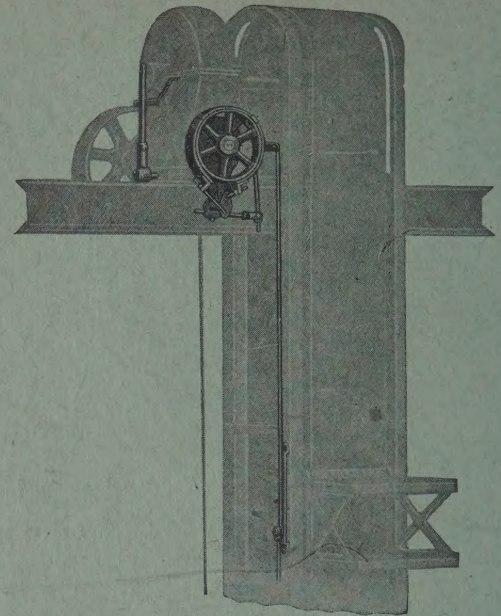
ULTIMATELY

*The Grain Drier Without a Boiler
That's a "Randolph"!*

It Begins Where the Steam Drier Left Off

Manufactured by

O. W. RANDOLPH COMPANY
TOLEDO, OHIO



N. & M. CO. SERVICE ELEVATOR WITH AUTOMATIC SAFETY DEVICE

WITH the upper terminal automatic stop in operation there is no danger of being carried overhead and injured. The weight of the passenger after the top floor is reached automatically throws a lever, shutting off the power and applying the brake, thereby locking the belt and steps against movement in either direction.

The automatic stop mechanism furnished with the Nordyke & Marmon Company service elevator adds the vital feature of safety to the elevator's other excellent qualities of reliability and utility.

Send for Service Elevator Circular.

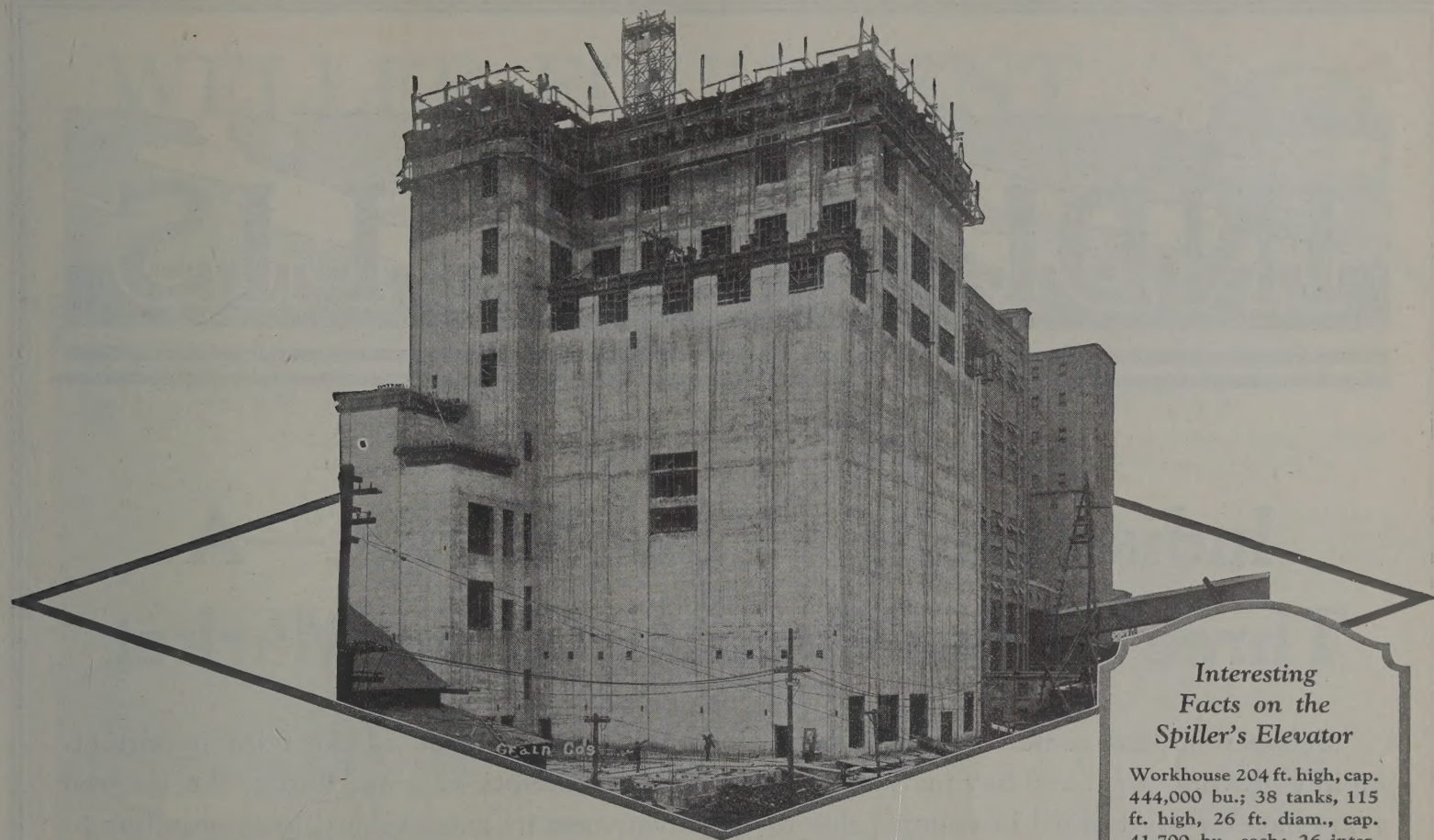
NORDYKE & MARMON COMPANY

Established 1851

INDIANAPOLIS

INDIANA

AMERICA'S LEADING MILL BUILDERS



*Interesting
Facts on the
Spiller's Elevator*

Workhouse 204 ft. high, cap. 444,000 bu.; 38 tanks, 115 ft. high, 26 ft. diam., cap. 41,700 bu. each; 26 interspace bins, 10,000 bu. cap. each. Total cap. plant over 2,200,000 bu. The speed with which the Spiller's Elevator was erected is claimed as a world's record for this type of structure.

Great New Canadian Elevator installs Two Miles of Diamond Grain Belts

The last word in grain handling efficiency was wanted—hence the specification of Diamond Belting.

The Spiller's Elevator (Vancouver Terminal Grain Co.), simply follows the lead of other recent gigantic installations.

Actual performance alone counts and the steady, reliable, all-around superiority of Diamond Grain Belt Service has brought striking recognition of its value. Write our nearest Branch office for further information.

THE DIAMOND RUBBER COMPANY, Inc., Akron, Ohio

Atlanta	Boston	New York	Kansas City	Philadelphia
Chicago	Dallas	Seattle	Los Angeles	San Francisco

Diamond

Elevator and Conveyor Belts

INDIANAPOLIS

Indianapolis—Your Market—A Three Times Greater Grain Market

Indianapolis, the center of grain centers, is known today as one of the most important, rapidly growing grain and hay markets in the country. Receipts of grain during the last ten years have nearly trebled in volume, due to the advantages its geographical location offers to the grain and hay producing and consuming sections of the country, its splendid railroad facilities assuring prompt returns on shipments, its large local consumption of grain by its corn and flour mills and its manufacturing industries, its increased elevator storage and drying equipment, its adequate weighing facilities and efficient inspection department. This has made Indianapolis more and more important each season for shippers and buyers of grain, hay and feed.

Movement of Grain and Hay During the Year 1923

	Receipts	Shipments
Corn	17,975,000 bushels	12,524,000 bushels
Oats	12,080,000 bushels	10,670,000 bushels
Wheat	6,131,000 bushels	3,927,000 bushels
Rye	383,000 bushels	331,000 bushels

The following Receivers and Shippers are members of
Indianapolis Board of Trade

The Cleveland Grain Co.
OPERATING FIVE TERMINAL ELEVATORS
Mighty Good Consignment Service
Ed. K. Shepperd, Manager

JAMES E. BENNETT & CO.
GRAIN, STOCKS, COTTON
MEMBERS
New York Stock Exchange
Chicago Board of Trade
and other leading exchanges.
Cash Grain Shipments Solicited
Indianapolis branch at 718 Board of Trade

H. E. Kinney Grain Co.
COMMISSION—BROKERAGE

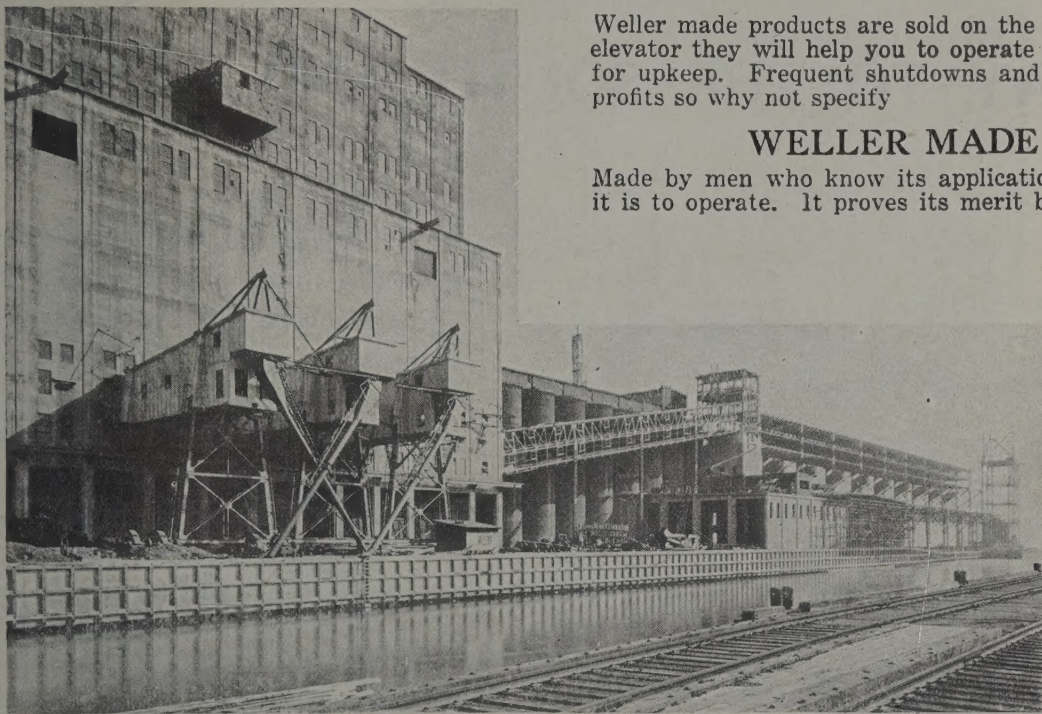
The Bingham Grain Company
Receivers and Shippers of
G R A I N



Lamson Bros. & Co.
GRAIN, STOCKS AND PROVISIONS
Members of New York Stock Exchange, Chicago Board
of Trade and other Commodity Markets

WELLER EQUIPMENT

The Better Kind of Grain Handling Machinery

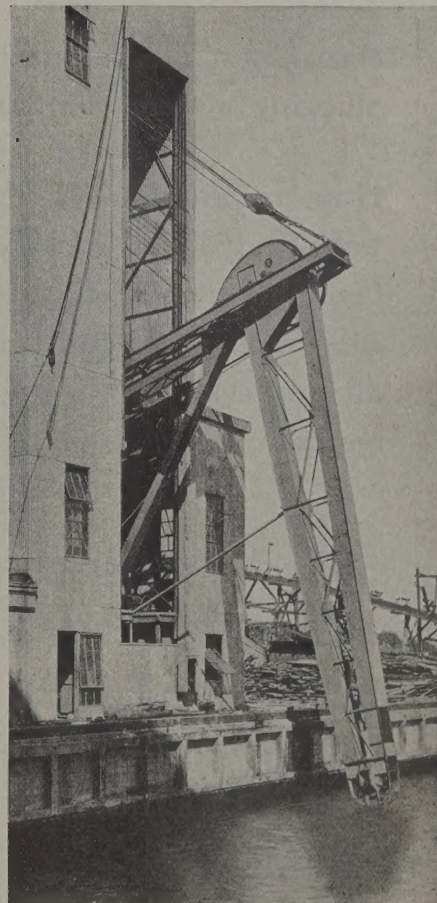


PENNSYLVANIA RAILROAD ELEVATOR, BALTIMORE, MD.

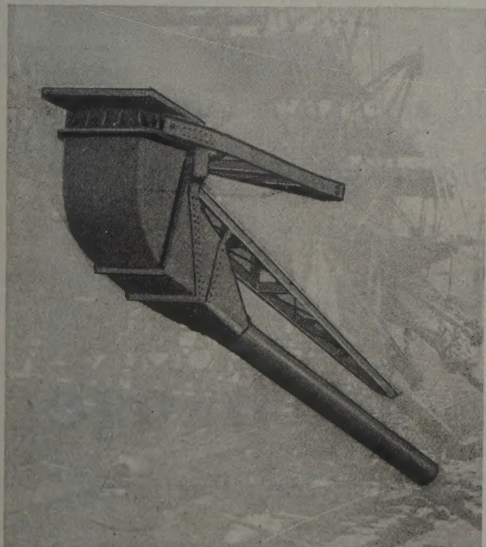
Weller made products are sold on the basis of quality. Installed in your elevator they will help you to operate at full capacity at the lowest cost for upkeep. Frequent shutdowns and waiting for repairs dissipate your profits so why not specify

WELLER MADE MACHINERY

Made by men who know its application and the conditions under which it is to operate. It proves its merit because quality is built into it.



MARINE LEG
PENNSYLVANIA RAILROAD ELEVATOR
BALTIMORE, MD.



DOCK SPOUTS
PENNSYLVANIA RAILROAD ELEVATOR
BALTIMORE, MD.

WE MAKE

Apron Conveyors	Elevator Spouts
Belt Conveyors	Loading Spouts
Drag Conveyors	Dock Spouts
Pan Conveyors	Chain
Mixing Conveyors	Sprockets
Spiral Conveyors	Grain Cleaners
Trippers	Grain Driers
Bucket Elevators	Truck Dumps
Elevator Buckets	Wagon Dumps
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Elevator Casing	Power Shovels
Elevator Heads	Car Pullers
Sack Elevators	Rope Drives
Barrel Elevators	Gears

Power Transmitting Machinery
Coal and Ash Handling Machinery

Send Us a List
of Your Requirements
We Will Quote Prices

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Is Adapted for Use in Large or
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CINCINNATI

THE GATEWAY TO THE SOUTH AND EAST

Has the "square deal" plugging system for hay.

Has reconsignment and transit privileges and other favorable points which insures most successful handling of grain or hay shipments.



Home of the Cincinnati Grain and Hay Exchange

Is the terminal point for 200,000 miles of railways and therefore a convenient shipping point for the country dealer, and local buyers are enabled to distribute all products quickly and to best advantage. Has weighing and inspection service second to none and up-to-date grain and hay merchants constantly safeguarding their patrons' interests.

Those are just a few of the reasons why you should ship your Grain and Hay to Cincinnati. Ship to any of the following responsible grain and hay firms, all members of the

Cincinnati Grain & Hay Exchange

DE MOLET GRAIN CO., Grain and Hay

A. C. GALE & CO., Shippers of Choice Milling Wheat

CLEVELAND GRAIN & MILLING CO., Grain

EARLY & DANIEL CO., Hay, Grain, Feed

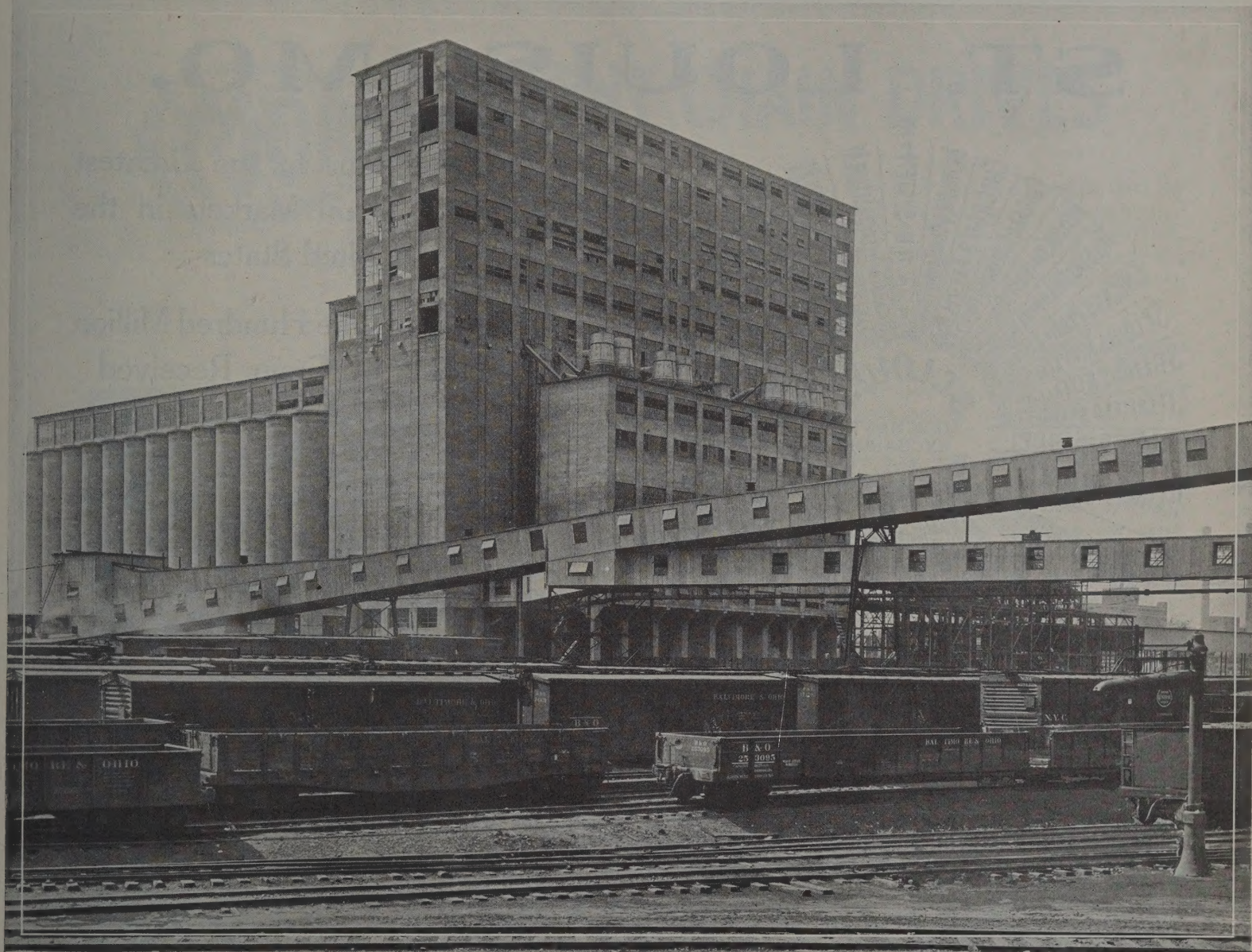
CURRUS GRAIN CO., Grain Receivers and Shippers

SCHOLL GRAIN CO., Grain Exclusively

PERIN, BROUSE, SKIDMORE GRAIN & MILLING CO., Grain, Hay, Feed

MUTUAL COMMISSION COMPANY, Strictly Commission

THE FITZGERALD BROS. CO., Commission Merchants, Receivers and Shippers of Grain and Hay



ANOTHER WEBSTER EQUIPPED TERMINAL GRAIN ELEVATOR

Baltimore and Ohio R. R. Co. Elevator, Locust Point, Baltimore, Maryland, Capacity 3,800,000 Bushels

Designed by JOHN S. METCALF CO.

Erected by M. A. LONG CO.

Consulting Engineer L. A. STINSON

There is only one kind of service that grain merchants demand of their operating equipment, and that is reliable service. On that one feature alone Webster reflects upon a long list of notable successes. It is the biggest reason why Webster equipment is found in the many grain elevators which spot our country.

At Locust Point, Baltimore, where there has been completed the most modern and one of the largest grain elevators, owned and operated by the Baltimore and Ohio railroad, the entire elevating, conveying and spouting equipment is of Webster design. It proved to the builders that by specifying Webster equipment they would be assured of a full measure of returns.

Our qualified engineers will be glad to give you first hand data on your requirements. Remember, Webster offers you that fine balance of "reliable service and satisfaction."

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4500 CORTLAND STREET
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Boston
Buffalo

Cincinnati
Cleveland

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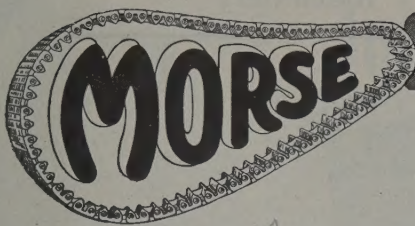
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Agencies in Principal Cities

WEBSTER

GRAIN ELEVATOR
EQUIPMENT

Marine Legs Dock Spouts
Car-loading Spouts
Car Pullers Man Hoists
Automatic Power Shovels
Belt Conveyors and Trippers
Belt Loading Hoppers
Bucket Elevators
Screw Conveyors Sheaves
Elevator Buckets Gears
Sprockets, Chain, Friction
Clutches, etc.

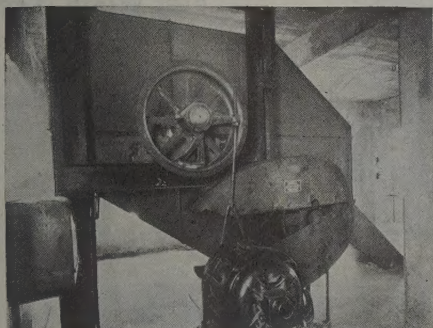


SILENT CHAIN DRIVES

July 1 27

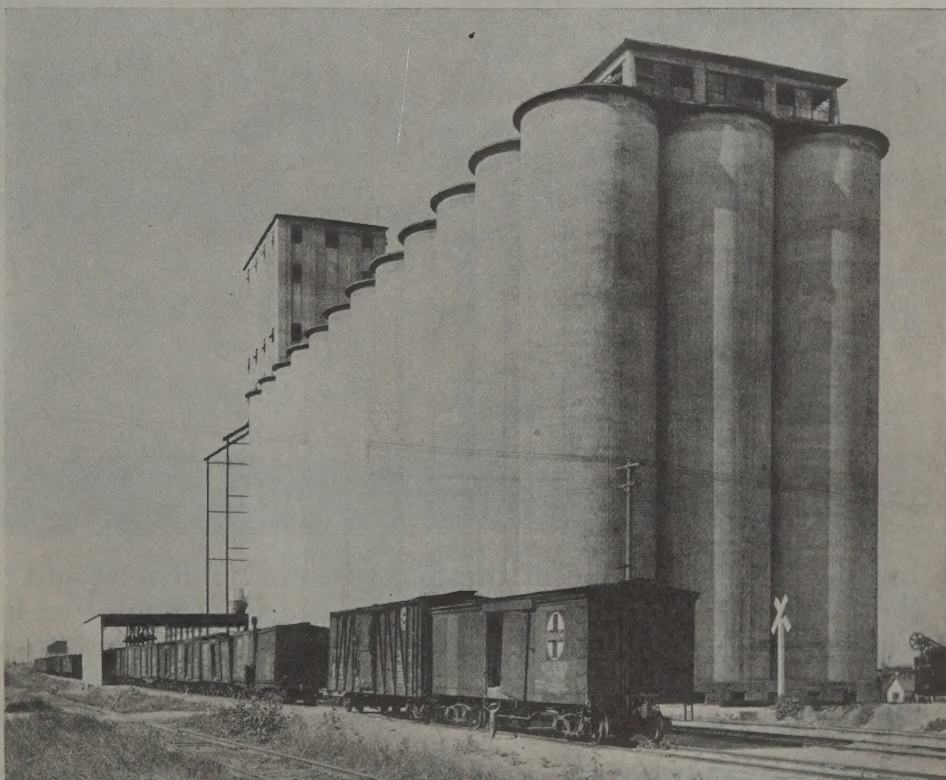
GRAIN Elevator owners of the United States and Canada who desire the utmost of economy and efficiency in the operation of their plants have accepted the MORSE SILENT CHAIN DRIVE, manufactured by the MORSE CHAIN CO. of Ithaca, N. Y., as giving the assurance of absolutely perfect work in this department of power transmission.

The Fort Worth Elevator, of 1,650,000 bushels capacity, completed late last year for the Fort Worth Elevators Company of Fort Worth, Tex., includes in its equipment four double power shovels, each pair being driven by a motor of 15 horsepower transmitted by Morse Silent Chain Drive. Each of the six elevators is driven by a 75-horse power motor connected to countershafts with Morse Silent Chain Drives. The machinery also includes a 1,500 bushel capacity oat clipper with a 75-horse power motor on Morse Silent Chain Drive to two largest size separators for wheat and oats and two for seed. Two additional separators, each of 5,000 bushel capacity, and located on the working floor are driven each by a 15-horse power motor with Morse Silent Chain Drives.



Morse Silent Chain Drives operating elevator leg in Fort Worth elevator.

Morse Silent Chain Drives are positive as gears, flexible as belts and more efficient than either. Moreover, they run cool, clean and quiet, require little attention and are particularly adaptable where short centers are imperative. Morse engineers are always at your service in planning a suitable elevator drive.



Complete equipment of Morse Silent Chain Drives operates machinery in Fort Worth Elevator Company elevator.

MORSE CHAIN CO., ITHACA, N. Y.

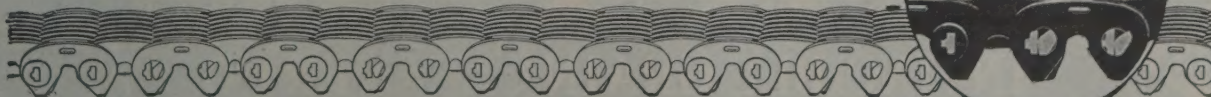
There is a Morse Engineer near you

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BOSTON, MASS., 141 Milk St.
CHARLOTTE, N. C., 404 Commercial Bank Bldg.
CHICAGO, ILL., Room 803, 112 West Adams St.
CLEVELAND, OHIO, 421 Engineers Bldg.
DENVER, COLO., Ideal Bldg.
DETROIT, MICH., 7601 Central Avenue
NEW YORK CITY, Room 1871, 50 Church St.

PHILADELPHIA, PA., 803 Peoples Bank Bldg.
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SAN FRANCISCO, CAL., Monadnock Bldg.
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STRONG-SCOTT MFG. CO.

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WINNIPEG, MAN., CAN., Dufferin Street

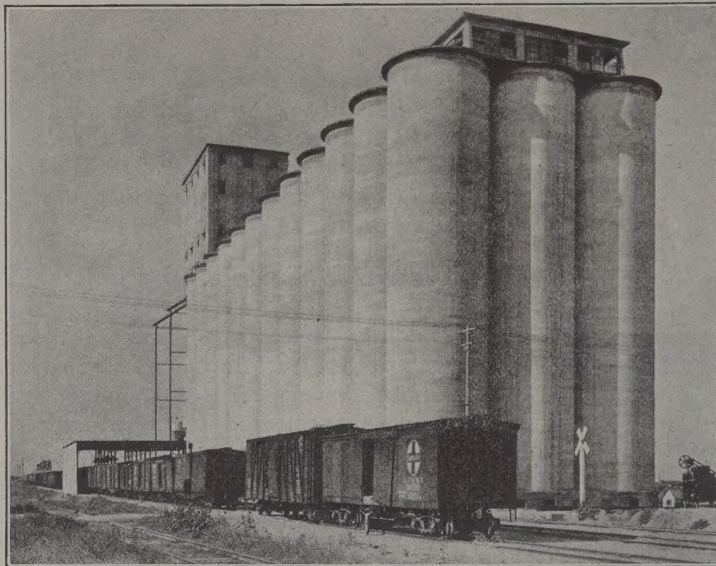




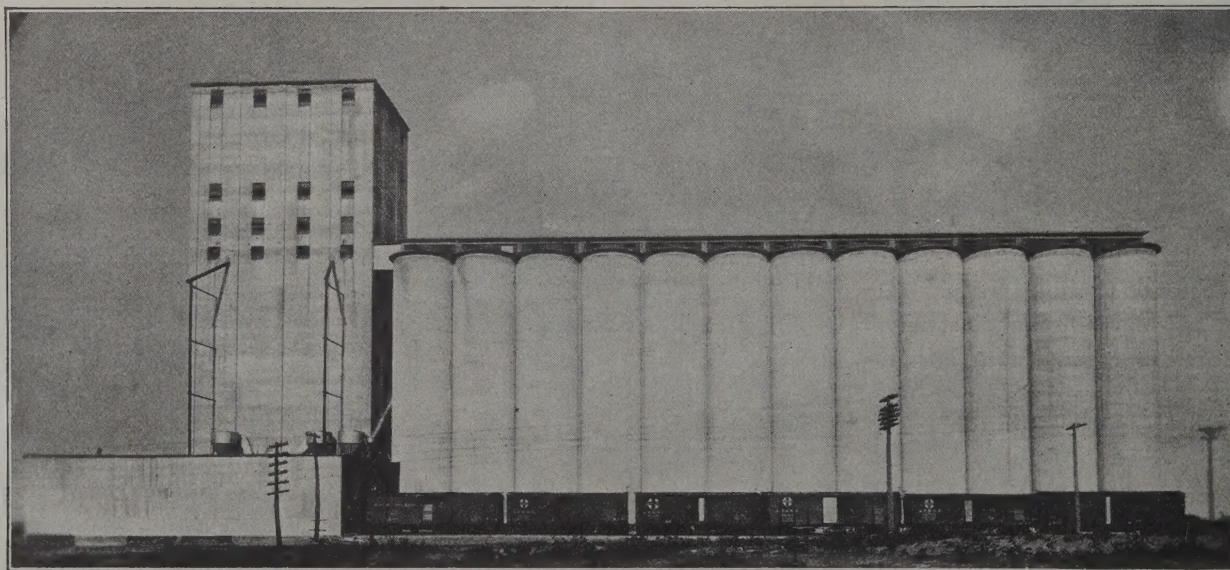
"Eureka" - "Invincible" Grain Cleaning Machinery



"Katy" Elevator
Fort Worth Elevators Co.
Fort Worth, Tex.



"Katy" Elevator
Fort Worth Elevators Co.
Fort Worth, Tex.



In this great plant, one of the finest in the Southwest and the pride of Mr. Jule G. Smith, the genius back of the project, there is a very complete installation of "Eureka" Grain Cleaners: Two 5,000-bushel "Eureka" Elevator Separators, a 1,500-bushel "Eureka" Oat Clipper and three "Eureka" Dust Collectors. Mr. Smith himself specified the ultra-refined mechanical details of these machines.

"EUREKA" and "INVINCIBLE" GRAIN CLEANERS

are giving a full measure of satisfaction to thousands of elevator owners

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Bert Besley, Box 363, Fremont, O.

Special Sales Agents: Strong-Scott Mfg. Co., Minneapolis, Minn.

S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY



Manchester Ship Canal Elevator
Manchester, England
Capacity 1,500,000 Bushels
Completed 1914



Buenos Aires Elevator Co.
Buenos Aires, Argentina
Capacity 750,000 Bushels
Completed 1920



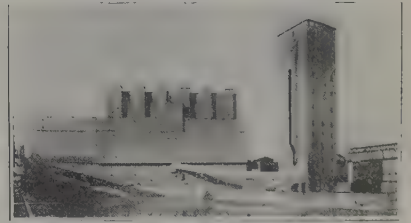
John S. Metcalf Co. Grain Elevator Engineers



Chicago & North Western Railway Elevator
South Chicago, Illinois
Capacity 10,000,000 Bushels
Completed 1920

OFFICES:

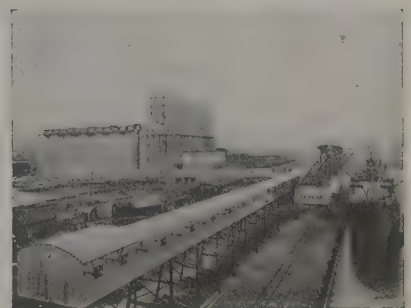
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Vancouver, B. C., - - - 837 W. Hastings St.



Harbour Commissioners Elevator No. 2
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Capacity 2,600,000 Bushels
Completed 1912



Sydney Terminal Elevator
Sydney, Australia
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Completed 1921



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Built Elevators
Assure You
Economical Design
First Class Work
Efficient Operation
and
Satisfaction
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One of the Modern Houses Which Has Made a Record
for Rapid and Economical Handling
CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.



MONARCH ENGINEERING CO.

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Designers and Builders

OF

Grain Elevators, Flour Mills, Industrial Plants, and other
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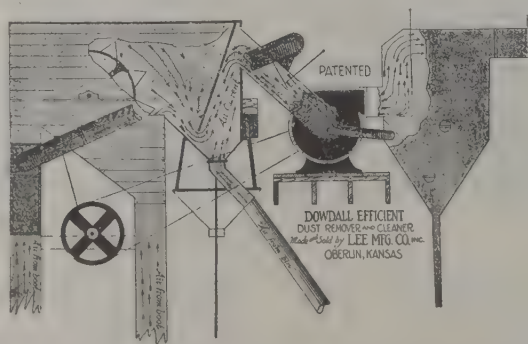
PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine Tower. Reinforced Concrete. Latest improvements. Write us for designs and estimates.

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An Elevator Without Dust Is Possible

Many Elevators in the West have proved this to their own satisfaction by installing



The Dowdall Grain Separators and Dust Removers

Keeps elevator pit and cupola free from dust and even makes it possible to shovel grain in a car without a dust mask. Improves the condition of damp or dirty grain, lowers the risk of fire, and eliminates the explosion hazard.

Equally efficient in country elevator or large terminal house.

Write for circular describing the system and the list of satisfied grain firms who are using it.

The P. A. Lee Manufacturing Company
OBERLIN, KANSAS

THE POLK SYSTEM

All-steel machines for all kinds of
CIRCULAR CONCRETE CONSTRUCTION

We contract grain storages, water
towers and coal pockets.

Polk-Genung-Polk Company

Fort Branch,

Indiana

FEED MILLERS!!

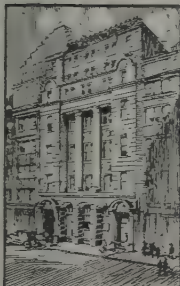
Here is a machine you need
Sacks feed direct from feed mill elevator



Costs less than building an overhead bin
For further information
Write Today!!

Nelson Sacker Mfg. Co., Astoria, S. D.

Grain and Flour



Complete facilities for financing and collecting documentary export grain and flour bills. . . .

INTERNATIONAL
ACCEPTANCE
BANK, INC.

52 Cedar Street New York City

ARE YOU WORRIED

about the condition of that grain in your bins?

Let us equip your storage with a

Zeleny Thermometer System

to tell you the exact condition of the grain and cut out the worry

Over 100 Elevators Equipped

Write for Description

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In all parts of the world

Every day in every way we are designing and building better and better Grain Elevators.

We have built for many of your friends—Eventually we will build for you. Why not now?

L. A. STINSON CO.

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COMPLETE**

332 So. La Salle Street Chicago, Ill.

General Overhauling and Improvements

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Cannot show here all the mills and elevators we

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But will be glad to mail you booklet showing some of

THE BEST
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ELEVATORS

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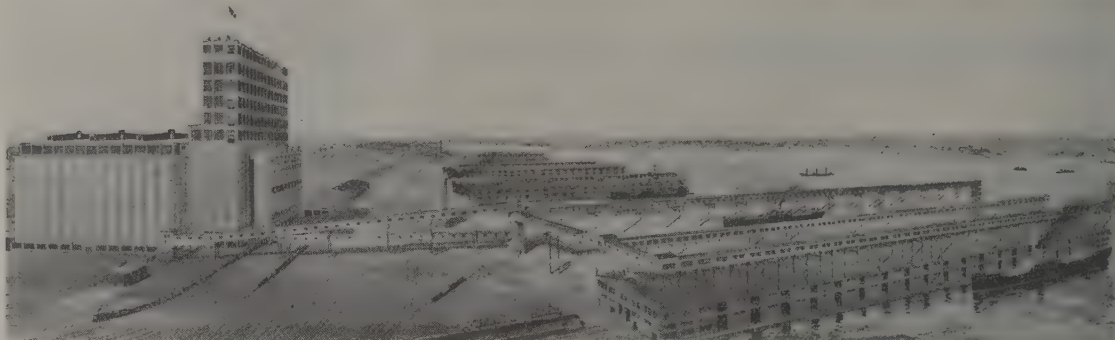
PILLSBURY FLOUR MILLS CO., MILL & ELEVATOR
Atchison, Kans.

Baltimore & Ohio Terminal Elevator, Baltimore, Md.

Constructed by

The M. A. Long Co.,
The Long Building
10 W. Chase St.,
Baltimore, Md.

Capacity 3,800,000 Bushels



The Most Rapid Grain Handling
Plant in the World

Engineers and Constructors
Grain Elevator Department

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Designer and Builder
of
Grain Elevators
DECATUR, ILL.

Reliance Construction Company

Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an
up-to-date house. Write today.

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THE BOOK OF WRINKLES

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HESS PNEUMATIC GRAIN DRIERS

Used everywhere.

NONE BETTER

For twenty-five years this drier has led all
others in efficiency, economy and conveni-
ence. Made in various sizes, suitable for
all grain drying needs. Tell us your wants.

Hess Warming & Ventilating Co.

1210 So. Western Ave., Chicago

WHY-A-LEAK —STOP IT— BAD ORDER CARS

cause the loss of many hard earned
dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved
by the use of Kennedy Car Liners.
These car liners practically condi-
tion a bad order car and enable
shippers to load cars that otherwise
would be rejected.

KENNEDY SYSTEM of car liners
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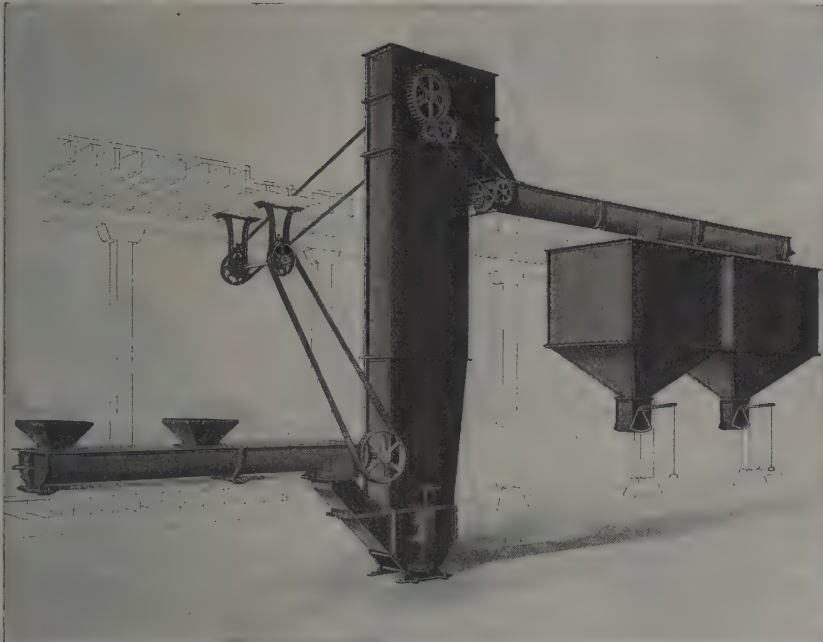
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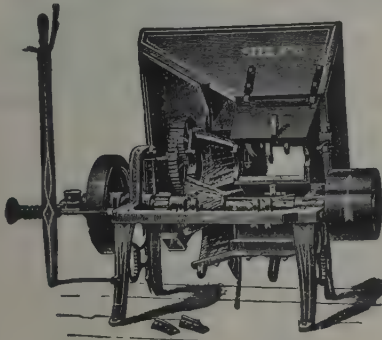
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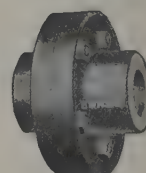
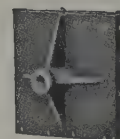
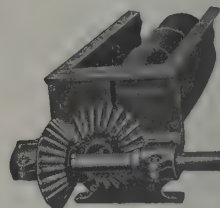
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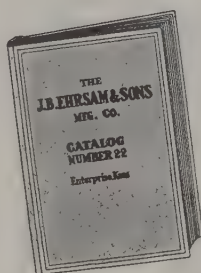
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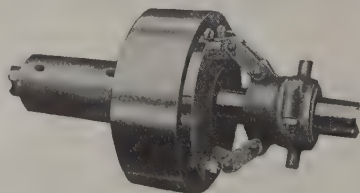
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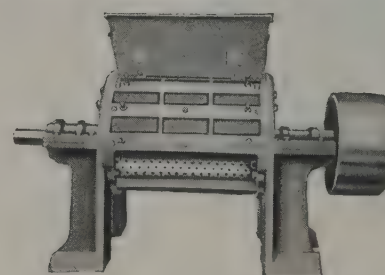
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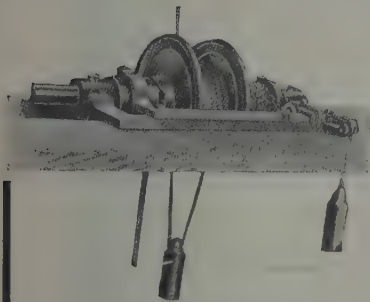
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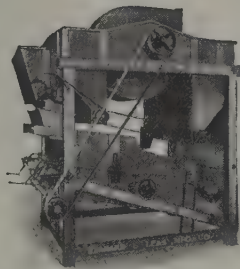
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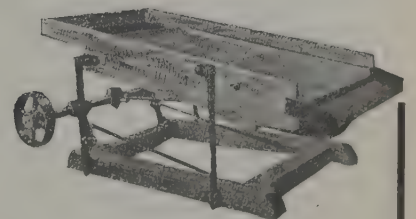
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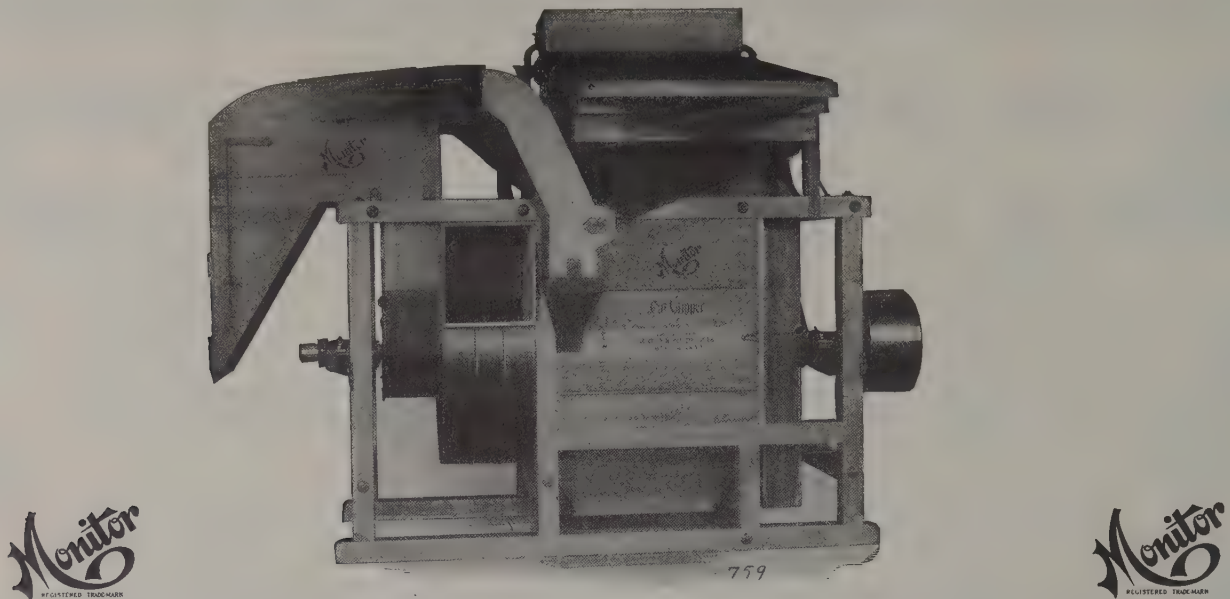
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CHICAGO, ILLINOIS, APRIL 15, 1925

NO. 10

Buffalo Has Important Increase in Grain Storage

Concrete Addition to Marine Elevator Now Under Construction Will Add 2,000,000 Bushels to Storage Facilities at Buffalo

BUFFALO reached its present importance as a port and as a factor in the grain trade very rapidly. A combination of fortuitous circumstances made the growth possible, and through enterprising leadership the natural facilities of the port have been utilized. Cheap electric power, excellent harbor facilities and the numerous trunk lines entering the city are some of the features which had an important influence on the expansion.

As the volume of grain handled has increased, elevators have been enlarged and new ones built, until today Buffalo boasts of some of the largest and finest elevators in the country, and the equipment in these plants compares favorably with like institutions in the other terminal markets. These

Buffalo River and the Pennsylvania Railroad. There are direct connections with the Buffalo Creek Railroad, the terminal line connecting with all railroads running into Buffalo. Transportation is further augmented by the Great Lakes, Erie and Welland Canals. Electrical power is to be the method of operation, and lighting will, of course, be electrical too.

The foundations are to be completed, according to the working schedule, by April 25, and the plan is to have the house in operation in the fall. All kinds of grains will be handled and the new unit will serve to add to the facilities already provided in the original Marine Elevator. The building will be reinforced concrete. There are to be two giant

ing the elevator legs. Needless to say, this is an important item in operating economy.

There are to be two marine legs serving the elevator and each is slated to have a capacity of 30,000 bushels per hour on the dip. For shipping out the grain three legs are to be provided, any one of which can be used for delivering grain into cars and 50 cars can be set and loaded, when the work is completed, without a switch.

Provisions have also been made so that grain can be shipped by canal barges from either end of the elevator, so that under certain conditions the elevator will be able to receive at the rate of 60,000 bushels per hour and at the same time can deliver grain into cars, barges or lake boats. This will



ARCHITECT'S DRAWING OF THE NEW MARINE ELEVATOR, BUFFALO, N. Y., WITH THE OLD UNIT, AS IT WILL APPEAR WHEN COMPLETED

elevators are grouped around the harbor and city ship canal in fairly close formation. The improvement of the harbor accommodations has been an important factor in making it better able to take care of the large grain vessels, and it is a matter of history that only 35 years ago Buffalo did not have sufficient water frontage to dock the first fire tug purchased by the municipality.

The immediate construction of a new grain elevator, which will add 2,000,000 bushels to the storage capacity at Buffalo, is an item of no small significance. The Marine Elevator Company, which has operated a house there for a long time, is the owner of this important addition, and work on the new unit, which is to be the most modern structure of its type in existence, has been undertaken by James Stewart & Co., of Chicago, builders. The elevator will be completed early in the fall, and is to be 352 feet long and 76 feet in width.

It is located at the foot of Childs Street, on the

portable marine towers, capacity 30,000 bushels per hour each, and two car unloading pits. The lot on which it is being built contains about seven acres and was purchased from the Pennsylvania Railroad by its present owners in 1916.

The storage capacity of the unit now being constructed is 2,000,000 bushels, and this is divided into 79 bins of various capacities. The receiving capacity of the elevator is to be 60,000 bushels per hour, and it will be able to ship a like quantity per hour. The new workhouse will contain three 15,000-bushel per hour legs, and each elevator leg is to be supplied with a 2,000-bushel scale and garner, as well as two cleaners having capacities of 5,000 bushels per hour each and two large size oat clippers.

The cleaners mentioned are to be located midway in the workhouse, with five 5,000-bushel bins above and five of a like size below. Each machine is able to clean 25,000 bushels of grain without operat-

make the elevator one of the most rapid handling plants in Buffalo, or, as a matter of fact, in the entire world.

The elevating and conveying machinery in the plant is being furnished by the Weller Manufacturing Company and the Webster Manufacturing Company, of Chicago. Belting is being supplied by the Goodrich Rubber Company, of Akron, Ohio.

In 1881, William H. Abell, grandfather of the present head of the company, built the original Marine Elevator in Buffalo. The first building had a capacity of 150,000 bushels. C. Lee Abell, son of the founder of the company, added 500,000 bushels to the capacity in 1894; and the work now under construction will bring the capacity to an aggregate of 2,650,000 bushels, making the Marine Elevator one of the most important units in the grain storage of the city.

After the completion of the new building, the property will still have room for the erection in

the future of elevators which would add 5,000,000 bushels' capacity. It will have 7,000 feet of railroad tracks, now under construction, as well as 1,300 feet of dock space, sufficient to handle three of the largest lake vessels at one time.

The Abell family is one of the most famous in the annals of Buffalo's waterfront development. William H. Abell was president of the Western Elevating Association from 1866 until his death in 1884, and he was probably one of the most prominent figures in the business during his lifetime. His son and grandson have very ably continued the family tradition and services in industrial Buffalo. From the beginning of his career until today the business has increased from 25,000,000 to about 300,000,000 bushels per year.

"I HAVE NO PANACEA"—JARDINE

In the first statement to newspaper reporters since he took over his duties as Secretary of Agriculture, Mr. Jardine takes pains to make clear his attitude toward the farmer, legislation, and toward the direction the Department's work will take under his guidance. Grain dealers the country over will no doubt get some hope at least, from a first hand reading of what the new secretary has to say about farmer benefit laws.

"In taking up my work in Washington I want it distinctly understood that I have no magic wand to wave over American agriculture to cure it of its ills. I have no panacea for agricultural relief and I don't believe that anybody has. My aim will be to pick out a number of practical and constructive things which farmers can put into practice to get their business on a more satisfactory basis, and to push them hard.

"During the past several years we have heard a great deal about the condition existing among farmers. There is no dodging the fact that the situation has been severe, but the most painful period of readjustment is now over and prospects look much brighter for the farmer. There is real encouragement in the progress that has been made during the past two or three years in correcting maladjustments between agricultural and other prices. Good yields in the main and higher prices for some of the major crops have gradually improved farm incomes. Although still below pre-war levels, the purchasing power of agricultural products has gradually risen.

"We have heard a lot of talk about what Congress could or should do in the way of legislative assistance to agriculture. During the past few years several hundred agricultural bills have been considered by Congress and not a few important measures have been enacted into law. No one takes issue with the thought that Congress can and should help smooth the way for farmers as well as for any other group.

"But too few people stop to consider that legislation cannot accomplish everything. There is not a veritable pot of gold at the end of the legislative rainbow. There is no magic power in legislation as a panacea for agricultural difficulties. Laws and public agencies can help farmers make the most of their opportunities. They can help farmers to help themselves. But legislation must be sound and must not contain the germ of more ultimate harm than positive good.

"Just as there is a limit to what the legislative branch of the Federal Government can do for the farmer, so also is there a limit to what the administrative departments and agencies can do in restoring and maintaining agricultural prosperity.

"The spread between prices paid to producers and prices paid by consumers has become excessively wide and should be reduced for the benefit of both producer and consumer. Co-operative marketing associations efficiently operated will be helpful in eliminating waste in the marketing process and in adjusting and standardizing agricultural production.

"Farming is a highly competitive business. The efficient farmer will succeed; the inefficient farmer will ultimately fail. Sound business methods applied to farming will increase and stabilize the farm income and elevate the standard of living on

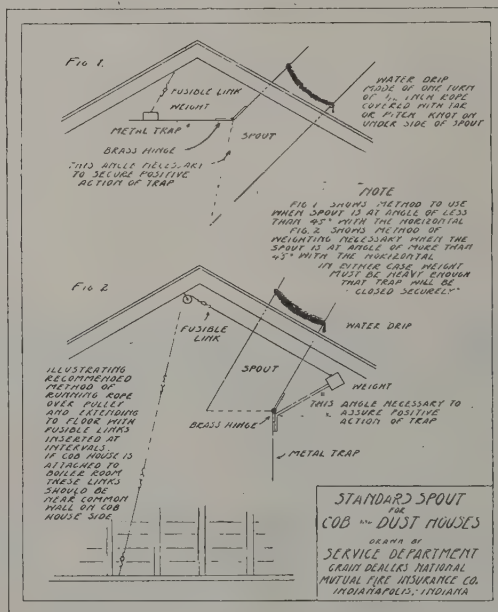
the farm. A well-balanced and efficient agriculture which supplies an even and dependable flow of products for which there is an effective demand will benefit both producer and consumer."

A STANDARD COB AND DUST HOUSE SPOUT

Some very useful results have been obtained from the department devoted to service and maintained by the Grain Dealers National Mutual Fire Insurance Company of Indianapolis, Ind. Among other things, they have recently published some data, illustrated by the accompanying diagram, which relates to a recommended method of dealing with the problem of standard spouts for cob and dust houses.

Fig. 1 is self explanatory, but care should be used in adhering rather carefully to the specifications outlined. As indicated, in this connection, the angle specified is necessary in order to secure positive action of the trap. The water drip is easily made by using 1½-inch rope covered with tar, and making one turn, with knot on the under side of the spout. The method shown in this figure is for use when the spout is at angle of less than 45 degrees with the horizontal.

On the other hand, when the spout is at an angle



of more than 45 degrees with the horizontal, the method of weighting necessary is shown in Fig. 2. The weight must in either case be heavy enough to make it certain that the trap will be closed securely. It should be noted that the directions say that in running the rope over the pulley and extending to the floor with fusible links inserted at intervals, these links should be near the common wall on the cob house side if the cob house is attached to the boiler room.

NORWEGIANS MAY KEEP STATE GRAIN BUYING MONOPOLY

Norway is a good example of a state that is of small enough size to make government purchase of grain practicable. The temporary government monopoly for the importation of grain and flour is still in force. The conservatives, together with the farmers' bloc, are in favor of abolishing it and establishing free trade, although there is a divergence of opinion as to points in the future arrangement. It is not quite certain that all members of the farmers' party will vote as conservatives. The view of the present radical government is to make the monopoly permanent, and the probability is that it will continue for the time being.

The importation of grain and flour during 1924 showed an increase over 1923. The total imports of wheat aggregated about 100,510 tons, against 85,000 in 1923, rye 228,263 against 200,000, barley 42,507 compared with 38,000, and wheat flour 53,

210 compared with 52,000. No rye flour was imported, the government food commission buying rye grain to be ground by domestic mills.

The countries from whence the Norwegian food commission purchased wheat flour in 1924 were Canada, the United States and the United Kingdom. Up to July, the government commission bought from Canada chiefly the Cedar and Sterling grades of flour from the Quaker Oats Company and the Western Canada Flour Mills Company, Ltd., at prices ranging from \$6 to about \$7.

The terms of payment by the Norwegian Food Commission are either cash in exchange for documents, or 90 days sight draft on their representatives in New York, N. Y.

A DISPUTE CORPORATION

President Coolidge has signed a bill calling for the organization of one more Federal Commission. The Arbitration Foundation, Inc., has been incorporated for nationwide work in promoting the knowledge and use of mediation and conciliation in the settlement of industrial and commercial disputes.

Just what cases the Foundation will begin on, has not been decided. Its purpose is to furnish expert legal advice to parties engaged in disagreement, such as occur between plant owners and workers. Its powers are indefinite, and a large part of its work will be in furthering, by whatever means it sees fit, the general cause of arbitration. A committeeman of the New York State Chamber of Commerce is largely responsible for the bill's introduction and passage. As sponsor of the act, C. L. Bernheimer naturally believes it vital to better relations in the industrial world. His words in regard to the bill are:

"The bar of the country has rallied to the support of the business man's efforts for commercial arbitration but the bar insists, and in my opinion does so very properly, that the handling of disputes in arbitration shall be by such agencies as have adequate methods of supervision and insure fairness and impartiality as well as the necessary skill on the part of the arbitrators."

The law should not be criticized before it is in operation. Whether it actually fills a need, or whether it is a foundation that will linger on year after year by the grace of governmental endowment, remains to be proven.

THE GOVERNMENT'S MARKET REPORTING SERVICE

Every effort is being made to extend and improve the market reporting service maintained by the Bureau of Agricultural Economics, and the intention is to provide as much information as possible and put it in the hands of producers with dispatch. The oldest established agency employed in this work is the consular service of the Department of State, which collects statistics and other information concerning agriculture in foreign countries.

In 1907, the International Institute of Agriculture at Rome was organized for the purpose of acting as an international clearing house of information, and the institute now plays a very important part in collecting and disseminating forecasts and estimates of production of important products. In recent years the Department of Commerce has added to the existing facilities its commercial attaches and trade commissioners; and the Department of Agriculture has been sending specialists to foreign countries to report on agricultural conditions and market opportunities. At present this department has a number of men stationed at strategic points to give their attention to problems of marketing and estimates of production.

The information which is thus compiled is released to the public in a variety of ways. The radio broadcasts information to many farmers; press service reaches about 20,000 papers, and special issues of bulletins and other specialized reports go to agricultural and trade publications,

statisticians, state officials, farm bureaus, teachers and colleges, county agencies, and numerous others.

In commenting on the service rendered by the International Institute, the Department of Agriculture has recently said:

The question is often asked: How does the International Institute of Agriculture at Rome help the American farmer? The answer is—by assisting in the collecting of necessary information about world production and the conditions of world demand for agricultural products. Most of the important countries in the world regularly make forecasts and estimates of production of important crops and of livestock, and submit these reports to the International Institute of Agriculture at Rome. All such forecasts and estimates are in turn transmitted to the United States, either through published reports or by cable. The most important of these reports are transmitted to the United States promptly by cable and by naval radio. Upon arrival in Washington of such cables or radiograms, statisticians and economists of the Bureau of Agricultural Economics assimilate and correlate the data with facts already in hand, and make such interpretation as the nature of the information justifies. The Department has at hand statistics showing the average yield in various countries of the world under normal conditions of weather, soil, etc. As the growing season progresses, periodic reports on crop conditions furnished by the Institute enable the department to estimate by comparison with conditions in past seasons what the outcome of grain crops in foreign countries is likely to amount to with reported acreages and under current growing conditions.

FUTURES SET NEW RECORD FOR DAILY VOLUME

On March 13 the volume of trading on the Chicago Board of Trade again exceeded all records, with a total of 149,398,000 bushels in all wheat futures and 256,161,000 bushels in all grain futures. According to the reports to the Grain Futures Administration, the volume of trading in corn included in the above total was 63,285,000 bushels, oats, 33,876,000 bushels, and rye, 9,602,000 bushels.

"The heavy break in price," says J. W. T. Duvel, grain exchange supervisor, "along with the large volume indicates clearly the desirability of some action being taken to prevent destructive fluctuations."

"JIM DUNN"

By HOOZUS

Jim Dunn, who runs the elevator at Sperry Sid-ing, says: "It's a funny thing, but I jest can't help a' thinkin' about Ol' Rush Forsythe. Rush, he dropped in th' other day, an' he says t' me, he says: 'Dunn! I'd like t' know what t' do with that 1,000 bushels o' wheat I got t' home. I missed th' top on it, an' now I'd hate t' sell for fear she'd go up again an' let Cal Smith beat me on that 600 bushels he's still a' holdin'."

"Well, th' facts in th' matter was: Ol' Cal had jest been a' tellin' me 'bout th' same thing, so I takes a chance, an' I says t' Rush, I says: 'Rush! it's kinda funny, but Ol' Cal's a' figgerin' on lettin' go o' his t'day."

"Rush, he perks up right away, an' he says t' me: 'He is, is he? Well if Cal sells that there wheat o' his t'day, you mark mine sold at th' same price.'

"All right, Rush," I says, 'I'll do that an' I'll let ya know, so's ya can start a' haulin'."

"When Rush was gone, I calls up Cal, an' I says t' him, I says: 'Cal! Rush is a' figgerin' on dump-in' that grist o' his t'day. Ya know ya wanted me t' let ya know?'

"Sure I did," Cal says. 'You jest mark mine sold at th' same price.'

"All right," I says. 'I'll let ya know.'

"Then I opens th' contract book an' marks 'em both sold, an' later on I calls 'em both up an' tells 'em they can start a' haulin'."

"Mebbe that's what ya'd call a little bit on th' sharp order; but then it made 'em both feel good, an' I reckon that's what we're here for, ennyway."

LITTLE TIPS FROM "JIM DUNN"

Some fellers still try t' run a elevator without sellin' ennything t' th' farmer. They ain't runnin' a elevator. They're jest drainin' th' balance out o' their bank account.

When ya've been a' slavin' real hard all year handlin' a lot o' grain on a small margin, an' then

read about some feller makin' a big clean-up on th' market, don't get sick. Jest buy another paper an' read of th' feller that had th' other side o' th' deal.

Th' man that tries t' take it easy in th' grain biz-ness will get something that isn't easy t' take.

Paint an' printers' ink are powerful attractions. Women and Wrigley found that out long ago. Paint up th' ol' house, an' then sit back an' watch 'em come.

Takin' a good trade paper is like eatin' yeast cakes. It'll not only cure your bizness indigestion, but it'll create a whale of a appetite for new bizness an' th' pep t' go out an' get it.

Get your share o' th' bizness, but get it at a profit. Ennytime ya get tired o' makin' money ya can find a army o' "lifters" t' help ya get rid of it.

INDIANA ELEVATOR TORNADO'S TARGET

A huge pile of corn is about all that marks the spot where this elevator stood in Griffin, Ind. The upper part of the elevator was blown half a mile away by the terrific force of the twister which devastated southern Illinois and Indiana on March 18.

The weight of the elevator and its contents which was only a minute's work for the tornado,



THE TORNADO'S HARVEST

"P and A" Photo.

is estimated at 50,000 tons. Even the brick and mortar foundation, part of which can be seen in the lower right hand corner of the picture, was no more able to withstand the impact of the wind than the corrugated metal of the superstructure. A part of the grain will be salvaged after it is sifted from the bricks and timber in the ruin.

RUSSIA PRESSED FOR WHEAT

That Russians, under Soviet regime, are not find-ing their country transformed into a Utopia, is plain from the wheat situation there, if from nothing else. Acute shortages of bread have already occurred in many provinces, and mixing Indian cornmeal with white flour is so common that it hardly deserves mention. To meet the grain short-age, Soviet officials have ordered from sources abroad, 370,000 tons of grain, mostly wheat, and 242,000 tons of flour.

In Moscow the situation is serious. Long lines of people wait outside the state and co-operative bak-eries. The Soviet Government, however, like the late Czar, has efficient press agents at work in any situation which is shaking public confidence. Semi-official statements in the press assure the popula-tion that there is a sufficient supply of flour to meet all reasonable demands and that the alarm which prevails is due to curtailment of production by the private bakeries.

ECONOMIC CONTROL IMPROVES CORN YIELD

Co-operative marketing methods have been pro-posed, some good and many bad, but no suggestions have been made for the co-operative production of farm products. Robert Stewart of the University of Nevada points this out in a recent synopsis of business as related to farming. He also calls atten-tion to the fact that there is a false conception in the minds of many farmers, who think it does not pay to raise large crops since bumper crops mean low prices. While it is true that a uniformly large crop of any product depresses prices, the individual farmer's problem is to control factors of production to produce his own large crop at low cost and thereby make a profit for himself.

Figures which he quotes relative to the influence of increased yields on the reduction of the bushel cost of producing corn in Texas make it evident that an increase in yield of 50 per cent has de-creased the cost of production by more than 52 per cent. With a yield of 20 bushels an acre the cost per bushel was \$.94, as compared to a 31-bushel yield or more at \$.45 per bushel.

The oldest experimental field in America, which was established in 1879 at the University of Illinois, has varied its yield of corn from 28.3 bushels an

acre to 57.2 bushels, depending on the economic control exerted. In the period 1908-17 it was found that the following varying results were produced:

Soil	Corn Only	Corn and Oats	Corn, Oats and Clover
Treatment	28.3	37.6	40.7
None	43.6	59.7	57.2
Fertilized			

Mr. Stewart concludes by emphasizing that the farmer who is content with average yield and aver-age results will not be able to make money over a duction cost, and to do this better seed, better crops than the average in order to reduce the pro-duction cost, and to do this better seed, better methods of soil treatment, and better methods of cultivation than the average farmer uses.

PROSPECT OF SMALL WHEAT CARRYOVER

Stocks of wheat sufficient to meet all domestic requirements, but with prospects of a small carry-over on June 30, are reported by the United States Department of Agriculture in an analysis of the situation.

"Despite a reduction of approximately 50,000,000 bushels of wheat in the United States on March 1 this year as compared with March 1 last year, there is enough wheat to meet domestic requirements for feed, seed and flour, allow for exports equal to those from March 1 to June 30 last year, and

leave a carryover of about 51,000,000 bushels on June 30," the report says, and then goes on to describe conditions in detail.

"Stocks of wheat on farms and in commercial channels, including country mills and elevators, on March 1 totaled approximately 259,500,000 bushels. Allowing 25,500,000 bushels for spring seeding, 150,000,000 bushels for domestic flour requirements and 5,000,000 bushels for feed and loss, there would remain for export and carryover about 79,000,000 bushels. Net exports of wheat including flour from March 1 to June 30, 1924, were about 28,000,000 bushels, so that if an equal amount is exported during the remainder of the present crop year there will remain a carryover of approximately 51,000,000.

"This will mean a material reduction in the weekly exports, which since January 1 have aver-

aged about 2,750,000 bushels of wheat, including flour. If the present volume of exports should be maintained the carryover would be reduced to around 30,000,000 bushels on June 30. However, this would be an unusually low carryover for the United States, and if recent lower prices are maintained it seems improbable that stocks will be reduced to this small amount. Economies practised by importing countries on account of their short crops, including closer milling and the use of wheat substitutes are tending to reduce import requirements. Trade reports indicate that European supplies are small, but Oriental demand is less active than last year. Attractive prices are inducing closer marketing of the wheat available in the surplus-producing countries and world shipments continue very large."

tion service, of which details are hardly necessary here.

BONDING TO THE EXCHANGE

The three eastern exchanges (Baltimore, New York, Philadelphia) are alike in not demanding bond from their "regular" elevators, while bonded guarantee of performance is necessary for five of the six western exchanges. Minneapolis requires no bond to the exchange, its elevators being, however, under the law bonded to the state for "not less than \$50,000 each." The fact of being under bond to the state has not, however, at other centers, prevented the exchanges from exacting bond for their own protection. At Duluth, for example, where the same Minnesota bonding law applies to the elevators within that state, the Board of Trade insists upon a surety bond "in the sum of not less than 15 cents per bushel, upon the capacity of the house, for each warehouse made regular." The Kansas City Board of Trade, using the same phraseology, sets the rate at 10 cents per bushel.

Bonds to the exchanges at Chicago, Milwaukee and St. Louis are by the rules to be "in such sum and subject to such conditions as may be deemed necessary by the Board of Directors," in identical definition at each city. At Milwaukee, the Chamber of Commerce for its additional protection, makes it necessary for each registered storage house to keep in store at all times in excess of what is called for by outstanding receipts 3 per cent of each kind and grade of grain. This is a reserve against shrinkage, errors and possible failure to grade to standard on out-inspection. The 3 per cent is in the nature of the bank's reserve of metal money.

The matter of bonding has been, apparently, more carefully worked out at Milwaukee than elsewhere. The bond of "regular" elevators at that city is more specific in its coverages and extends to a wider range of liabilities than with other exchanges. The Milwaukee elevatorman, as illustration of this, binds himself under his bond "at all times to cover with insurance to full value in approved insurance companies," and "in event of its failure or neglect to make proper delivery of grain represented by storage receipts to pay the market value of the grain covered by such receipts."

CUSTODIAN AND EMERGENCY RULES

Chicago's custodian system, for some reason, is little understood outside that city. Fortunately, it is of importance chiefly to grain dealers in that city, with but little relation to the grain trade except as custodian receipts pass over the Board of Trade or as they are hypothecated with Chicago banks. The corresponding method at Milwaukee, known as "registered storage warehouse receipts" is also principally a device for protection of banks. The Cincinnati custodian department extends its control to railroad cars, because "on track" selling is so large a feature at that market.

Custodian methods give a certain elasticity to storage capacities at trading cities. The custodian enters an elevator which is not "regular" and by his control and sealing of machinery and spouts he can separate one tank or many tanks from private control of the owner. The contents of this portion of the elevator are then made available for trading through issuance of custodian receipts, which are good for delivery. Under guardianship of the exchange's custodian, therefore, a certain quantity of grain in "private" storage may be added to the "public" grain available for speculation and trading. In this manner "private" capacity becomes a sort of reservoir of storage space, used or not used as conditions warrant.

Emergencies do, however, at times occur when greater warehouse capacity is demanded. At Chicago, Kansas City and Milwaukee the exchanges have provided in their regulations the so-called "emergency clause." Other exchanges apparently have no such rule, it not, in all probability, having been needed. Briefly stated, the Board of Directors may, in emergencies, make regular for delivery warehouse receipts of any elevator, vessel or place that is suitable for storage of grain, subject to the charges not being in excess of the ordinary ones.

Kansas City has another rule which amounts to being one for emergency, a rule the like of which is not found elsewhere. Warehouse receipts may

Elevator Regulation by the Exchanges

Methods of Maintaining Standards for Transactions in the Terminal Markets and an Outline of Their Variations

By H. A. HARING

WAREHOUSEMEN are so absorbed in the day-to-day problems of their business that they sometimes lose sight of the importance of their industry to the trade of the world. In this particular, the elevatorman stands in front rank for the reason that grain is the most important single commodity in the world. A highly valuable service of the elevator is that it buttresses the great trading exchanges, a feature of the grain industry wherein the warehouseman exhibits his most modern development.

We forget, at times, that for untold centuries the "law of the market" was unchanged. Throughout all the dim ages before history began, and for all its centuries except the last two, the only way men could sell a thing was to drag it before the purchaser for examination. Men knew no other way except to bring wares to the market place, be those wares a bit of cloth, a lot of grain, a hog or a ton of coal. The purchaser must see the goods before buying and the seller must be able to make immediate delivery by handing over the goods. The goods had to be visible. The Oriental market or bazaar of Russia, as seen today, are relics of this ancient manner of trading, as are also the pushcart and street-counter markets of the foreign streets of our cities.

The size of such a market is limited. The volume of trading is equally restricted. No man could sell more than he could conveniently bring to market at one time, just as no buyer could take on more than he could transport home. Larger markets became possible only when warehousing developed. At once, thereafter, the warehouseman's "warrant," as the early receipts were called, became symbol for the goods. As warehousemen's reputation grew for integrity and honesty, trade spread, chiefly because merchants could then sell by sample (later by grade) and make delivery by writing an order on the warehouseman. Both seller and buyer threw aside the shackles of small quantity transactions, just as they learned that a man could go far from home to distant markets and make delivery by order against the warehouse for delivery to some vessel for transportation to the buyer's home.

By expansion of this principle of the warehouse receipt becoming symbol for the goods, the warehouse of today is the physical support of the produce exchanges. The goods are never present on the exchange,—the warehouse receipt is the only permissible medium of delivery (except bill of lading under some circumstances). The warehouse receipt does for produce exactly what the stock certificate and the bond do for the stock exchanges.

This service of our warehouses is possible only because men trust the warehouse. If, for one moment, they doubt that the warehouse receipt is "as good as the wheat" for which it calls, it is valueless. Like the banknote, it is acceptable only because all know it may be exchanged on demand for the goods. Like the bank, too, the warehouse is surrounded by many safeguards to make doubly sure that the goods remain in store and are not

tampered with while in store. The warehouseman is trusted, but he is also policed.

REGULAR ELEVATORS

Until 50 years ago, it was taken for granted that an elevator's receipt was "good for delivery." If an elevator was guilty of irregular practices, the board of directors of the exchange made an investigation, and if convinced that the elevator could not be trusted they voted to "outlaw" its receipts. The method was disagreeable for the reasons that rumor and suspicion preceded outlawing, and often its credit was sadly shaken before evidence was at hand sufficient to convict an elevator of improper practices.

The Chicago Board of Trade, always leader for grain trading, seems to have been first in meeting this situation. It conceived the thought of declaring elevators to be "regular" for tender of their receipts on deliveries. Other exchanges followed, not only with grain but also for all other commodities. Today, the first step in trading for a new commodity is to select the warehouses that shall be "regular." Example of this has come only within the year in Chicago, where trading in cotton futures was begun December 1, 1924. In the work preliminary to admitting cotton to the board, more labor was expended in agreeing on the warehousing methods to be permitted than on all other features combined. It was determined to make delivery in warehouses of Galveston, Houston and Texas City, the distance of which places from Chicago has introduced new problems of supervision.

Making an elevator "regular" corresponds to the "listing" of a corporation's stock. An elevator's receipts have no standing for delivery on contracts without having first been made "regular," and with most exchanges once being declared "regular" an elevator's receipts continue indefinitely to be good delivery. Three of the exchanges (Baltimore, Chicago, Milwaukee) limit the term to one year, it being therefore necessary to renew the declaration at the end of that period.

The exchanges have regulations as to location and equipment of elevators, but these are really of little consequence for the reason that any modern elevator will have needed railroad and water connections, with up-to-date physical equipment. Competition has done what formerly rule had to do. Most of these regulations are as obsolete as that one of Kansas City which requires an elevator to have 100,000 bushels' capacity in order to be "regular."

REGISTRATION OF RECEIPTS

Most of the exchanges require registration of warehouse receipts (although neither Baltimore nor Philadelphia have such a regulation). Rules are elaborately drawn to cover every possibility of registering, cancelling, splitting and consolidating receipts, with but little variation of procedure. Exchanges where trading is greatest have the most detailed regulations, and are most minute in their supervision.

The registration is closely allied to the inspec-

be made "good delivery," and an elevator may even be declared "regular" by the Board of Directors upon application of others than the owner or proprietor. Any member of the Board of Trade may make application, "for the purpose only of providing facilities for regular deliveries," and if approved by the Board of Directors, "any member, may tender the warehouse receipts of such elevator for regular delivery" on the condition that the tender be preceded by filing with the exchange of a bond for the market value of the grain represented by the receipts in question. The bond, in effect, makes the member a voluntary surety for the elevator.

Kansas City in 1912, Chicago three years later and other exchanges from year to year since that time, have provided that during a certain number of days at the close of the delivery month (varying from three to six days) grain in railroad cars, within the switching district, is a valid tender on contracts. Such delivery is circumscribed with very specific requirements, designed to protect the buyer who is thus obliged to accept delivery of this sort. This delivery "on track" is in lieu of emergency storage in warehouses.

The Chicago exchange in 1918 went one step further by adopting what is known as the "emergency car delivery rule" by which "at any time, when, in the judgment of the Board of Directors, an emergency exists, grain in cars shall be deemed a valid tender on contracts, on any business day of any month." This rule, it will be observed, is for emergency use only. It becomes operative only when invoked, under conditions of a crisis, and then only by vote of the directors.

Delivery "on track" during the latter days of the month, together with the "emergency car delivery rule," provide the machinery for delivery on future contracts, independently of the existence of public warehouses. It is a forward-looking step to the time when, as public grain warehousing continues to decline in Chicago, storage in "regular" elevators may be insufficient for the needs of the grain trade. It is important to remember that the one rule works automatically, at the close of each delivery month, while the emergency rule must be invoked by vote of the directors, and then only when they determine that a crisis impends. In December of the present winter, to cite a recent event, the Board of Directors was urged to make this emergency rule effective. It declined to do so (December 6) because, in its judgment, "no emergency exists."

The "emergency car delivery rule," as a matter of fact, has been brought into operation only twice in the seven years of its life. It is illuminating to know that in May, 1922, the latter of these two occasions, wheat in enormous quantities was loaded out of "private" elevators in Chicago (from which it could not be delivered as "regular") into railroad cars, and thereupon tendered for delivery. So long as it remained in the "private" elevators it was not deliverable under exchange rules, unless the directors first invoked the "emergency clause" of the elevator rule (declaring additional elevators to be "regular" for delivery in an emergency), which was not done.

Track deliveries are expensive. In practice, the restrictions surrounding them limit their use pretty closely to the purpose they aim to serve: Emergency. The seller finds himself in a maze of nuisances as to inspection, weighing, grading, use of railroad receipts, adjustment of freight bills, reconsignment and diversion, demurrage, etc. The buyer faces the same complications, together with the further need of unloading, providing storage, etc. Each of these involves expense—demurrage, for example, being 10 to 12 times the storage charges in an elevator. Each party, moreover, faces the great difficulty of securing insurance protection, with high cost when secured. Each, likewise, finds difficulty in borrowing money against grain warehoused in railroad cars. So long as the grain is in process of transportation the bill of lading is excellent collateral, but once the railroad's responsibility as a common carrier is transformed into that of public warehouseman with limitation of liability, banks look with disfavor on the loan.

Talks with members and officials of the exchanges

create the conviction that in this ebb and flow of track delivery may lie the solution of public warehousing for grain at the terminal markets. Public grain warehousing is seriously on the decline. Elevators declare that established storage rates fail to yield reasonable profits, and that only their gains as merchandisers of grain enable them to continue as warehousemen. When, however, decrease of storage capacity is supplemented by permission for track delivery, the emergency warehousing that is thus provided in cars becomes ruinously expensive. As warehouse space declines and as storage in cars grows more common, the balance may be found where an increase of elevator charges will be acceptable to the owner of the grain and warehousing made remunerative.

Before leaving the matter of emergency storage—which is a serious matter on the exchanges due to the decline of public warehousing—it is illuminating to find that in 1922, as one of its recommendations for bettering terminal elevator conditions, for grain exporting, the Federal Trade Commission recommends:

That the Chicago Board of Trade be required to permit the delivery of grain on futures contracts at other important markets than Chicago, under proper safeguards and equitable terms, whenever necessary in order to prevent a squeeze or corner in the Chicago market.

(To be continued)

NEW ORLEANS AND THE RIVER BARGES

Increased facilities for handling shipments at the port of New Orleans are rapidly becoming a necessity and the annual report of the New Orleans Board of Trade indicates that several meetings of their Grain Committee have been held in which the port commissioners were petitioned to arrange additional marine legs, as a relief from threatened congestion. The receipts of grain at this port during the year 1924 were: Wheat, 23,209,000 bushels; corn, 5,042,000 bushels; oats, 550,500 bushels; rye, 225,000 bushels; and barley, 4,000 bushels.

The grain inspection department inspected 19,430 cars inward; 8,155,386 bushels from barges, and 23,797,351 bushels of grain for shipment. The grain weighing department weighed 18,122 cars of grain inward.

In connection with this volume of traffic, and the relation of Mississippi River service to it, it is interesting to note that the Standard Unit Navigation Company, which operates the Sunco System, is developing a very comprehensive plan for improving barge service. The underlying principle is the operation of the barge line along lines similar to a railroad, making up trains of barges and saving time in loading and unloading. Towboats are being assigned to divisions of the river to han-



LABORATORY—NEW ORLEANS BOARD OF TRADE

dle traffic in their respective divisions just as do locomotives in a railroad division. Light weight towboats using only a 30-inch draught are being planned. The barges, because of their smallness, will be adapted to rapid handling, and will be 50 feet long and 16 feet wide, drawing but 12 inches of water when empty and one additional inch for each two tons of load. The entire system, including terminals, is being covered by patents.

Storage facilities at New Orleans are at present adequate, but with prospects of needing to handle

a material increase. The largest of the elevators there, that of the Board of Commissioners of the Port of New Orleans, is an export plant with a capacity of 2,622,000 bushels, and unloading capacity of 25,000 bushels per hour. Several others can handle over a million bushels' capacity. The development of river transportation is regarded as a very important item in carrying out the logical function of the port in the grain trade.

It is expected that the schedule of rates on the



OFFICE OF INSPECTION AND WEIGHING DEPARTMENT

Sunco barges, which will be in use in a few months will be about 80 per cent of rail rates, or the same as those charged by the Federal barge line. At the period of the year when ice blocks the northern part of the river, the intention is to use the barges on the lower river handling cotton. In this way the seasonable possibilities will be observed and used.

OREGON CLAIMS NEW OAT GRADES UNFAIR

Oat dealers in Portland, Ore., have voiced their opposition to the proposed changes in the U. S. Official Standards for oats, at a public hearing before a Government grain supervision agent. The committee representing the dealers said the changes under consideration would unfairly discriminate against a fine variety of oats raised in the Pacific Coast. It suggested that oats should be designated by increased weights per bushel, on extra heavy oats 38 pounds and heavy oats 36 pounds; that the minimum of sound and cultivated oats be increased 2 per cent on Nos. 1 and 2 grades, 3 per cent on No. 3 and 5 per cent on No. 4; that there should be a general lowering of heat damage, wild oats, foreign material and other colored oats, and that if a grade is allowed for western oats only natural oats should come under the classification.

The recommendation of the Portland exchange will be forwarded to Washington, D. C., together with the action taken by other hearings throughout the country. The Department of Agriculture hopes to revise the standards to become effective at the beginning of the new crop season.

"THE GAME GETS 'EM"

After one has gotten his living for years from the floor of a grain exchange, it is hard to stay away. In fact, the Kansas City Board of Trade, when it moved to its new quarters at Tenth and Wyandotte Streets, and neglected to notify some of its oldest members of the move, found that it was impossible to keep the old timers from following. Pair by pair, the pigeons that practically lived at the old Board of Trade Building are coming uptown, to where the new gong rings. They no doubt feel they are nearer their work at Tenth Street, more liable to get the breaks.

The flock at one time numbered between five and six hundred birds. They formed a sort of curb exchange on the outside, and every morning would wait for the deluge of grain thrown from the trading floor of the old building. They were not over bearish or bullish it is said, though once in a while they would go in for corn too heavily. Adding to their general contentment was the fact that not one of the old birds has ever been tangled up in an investigation.

Chicago As a Cotton Market

Cotton Market in Chicago Assumes Important Position and Meets a Real Demand in the Cotton Trade

By EDWARD JEROME DIES

THE time is propitious to tell the story of the new Chicago cotton market: how it functions to the advantage of the entire cotton industry, and how it links the North and the Southwest in close commercial ties.

After three months of operation the infant cotton market on the floor of the Chicago Board of Trade gives greater promise than had been expected by even its most enthusiastic proponents. It is growing steadily. While the volume of business is not yet large as compared with the two older markets, there is a gradual increase that can point only to success. When the market came into being on December 1, amid a huge gathering of business leaders from all over the country, it was hailed as one of the most important commercial events of the year. Creation of the market, with its sound basic principles, was the logical course of the exchange, whose 1,600 members are financially responsible. The Board has one of the oldest and widest charters in the United States, with rights to trade in all non-perishable agricultural products. For 65 years the Board has been authorized to trade in cotton if it so desired.

Chicago is the leading grain market of the world, and the chief market center for livestock and packinghouse products. Chicago quotations receive world-wide circulation, serving as the basic price on which the value of such farm products are calculated. It is not surprising that Chicago should add to its fame as the "farm capital" through establishment of a cotton market.

As the empire has gradually moved westward, so has cotton production. In 1873, states east of the Mississippi River produced 2,467,000 bales, of which 2,356,000 were shipped north or for export. Fifty years later, in 1923, production in the same states was 4,369,000 bales, all but 361,000 bales being consumed in southern mills.

Production of cotton west of the Mississippi in 1873 was 1,473,000 bales. In 1923 it was 5,570,000 bales. Of this latter amount, 5,143,000 were available for export. And as a matter of fact the exports through the ports of Houston and Galveston for the last named year amounted to approximately 3,500,000 bales.

Such a quantity of cotton is by far the greatest available supply in any port of the world. Further, the price of cotton at Houston and Galveston may be said to represent the export value of our surplus production. The price of American cotton sets the price for the world. Chicago quotations resting directly on the value of cotton at Houston and Galveston where the world values of the commodity are largely determined, should represent world values for cotton.

Better hedging facilities for western cotton had seemed desirable. While New York offers a contract based primarily on Carolina cotton, and New Orleans on Mississippi and Louisiana cotton in the port of New Orleans, there seems to be no future contract reflecting accurately the value of Texas and Oklahoma cotton. And such western cotton composes by far the greater part of the exportable surplus of the American crop. It was believed, therefore, that a Chicago contract market reflecting the value of Texas cotton would add appreciably to the country's marketing machinery and facilitate the merchandising of the greatest money crop of the country to the benefit of cotton shippers, spinners and dry-goods distributing houses.

Chicago has one of the largest private wire systems of any city in the world, extending from the Atlantic to the Pacific. These wires closely cover those portions of the United States primarily interested in grain. Through putting cotton quotations on these wires new interest in cotton will develop in regions where it was comparatively unknown. Most speculators who enter the market prefer the buying side. They would rather buy something they do not need than to sell a com-

modity that they do not possess. An increased volume of new business in cotton in Chicago will have a steadying influence on the market during the heavy movement of the crop from the farm in the late summer and early fall.

Through establishment of trading at Chicago with Houston—Galveston sole point of delivery, a proposal of the Federal Trade Commission for southern warehouse delivery on future contracts was put into effect. However, there is quite a difference between the proposal of the Commission and what was actually done by the Board of Trade. The recommendation of the Commission was that the New York Cotton Exchange should permit deliveries on its contracts to be made at Norfolk, Savannah, New Orleans, Houston and Galveston. Such terms in a contract from the Chicago point of view would have been detrimental to the value of the contract and entirely undesirable. The multiplicity of points of delivery would certainly have been highly undesirable to most buyers and would doubtless have resulted in a low-priced contract as compared with the value of spot cotton.

On the other hand, through confining deliveries on the Chicago contract to the ports of Houston-Galveston, both of which handle the same kind of cotton under identical conditions, and which are located not more than 50 miles apart, it gave Chicago the opportunity to establish southern warehouse delivery where stocks of cotton are abundant, and without the fatal objection of a multiplicity of delivery points.

Outstanding factors in the Chicago contract are attracting wide and favorable comments. For example, Houston-Galveston basin has been established as the only point of delivery. Thus the contract is based on Texas or western cotton, which has superior spinning value, and appeals especially to American spinners preferring to use western cotton.

This is the greatest cotton exporting point in the world. In 1923 it handled about three-fourths of the cotton exported from the United States. Future contracts based on such cotton offers exceptional advantages to American exporters, foreign merchants, and foreign spinners. A broad market is assured by the enormous quantities of actual cotton always available at that joint port. Where cotton is so plentiful, hedging business may be conducted with minimum risk.

Modern warehouses of Houston-Galveston have a combined capacity of over 1,500,000 bales. There are incoming tracks on one side and outward bound ships on the other, thus affording minimum costs for handling. Each contract is a unit and must be delivered at one time from one regular press or warehouse located within the Houston-Galveston port area.

In event other grades than middling are delivered, allowances or deductions are made on the average established in the 10 designated markets as provided in the United States Cotton Futures Act under which the Chicago market operates. The grades tenderable on Chicago contracts are the same as those at New York and New Orleans. Notices of the seller's intention to deliver will be issued in Chicago, and deliveries are made through the transfer of warehouse receipts at Chicago. Sworn inspectors and weighers are maintained by the Chicago Board of Trade at Houston and Galveston.

All cotton is classified by the United States Department of Agriculture the same as is done at New York and New Orleans. Trades in any month are not permitted to be made at an advance or decline of over two cents from the previous day's close, or at an advance of over two cents from the lowest quotation registered during the day. The two cent limitation is removed from transactions in the current month on and after the fifteenth day thereof. Trading in a current month ceases at noon on the last transferable notice day of such month, which

is usually about the twenty-third to the twenty-sixth of the month specified in the contract.

Chicago's cotton market is here to stay. It has the wholehearted support of the Southwest. It is growing steadily, soundly. And it has linked the North and the Southwest in closer commercial ties than any other single forward step which has been concerned in their expansion and the development of their history.

NEW CO-OPERATIVE MARKETING BILL IS PLANNED

A new agricultural measure has been prepared by Representative Dickinson of Iowa, who was author of the Dickinson Bill for co-operative marketing that passed the House last session. He intends to press the new bill in the next session of Congress. It deals with co-operative marketing and the exportation of surplus agricultural products, and proposes to create a Federal farm advisory council and a Federal farm commission.

The advisory body would consist of 36 members, selected by co-operative organizations and farm groups. Three would be chosen from each land bank district, and the council would nominate 18 persons from whom the President would name six as members of the proposed commission.

The commission is given power to stimulate the exportation of leading agricultural commodities through contracts with existing agencies, under which those agencies would be protected from the loss which would otherwise be sustained in buying at the higher domestic price and selling at the lower world price. While the proposed legislation differs somewhat from the McNary-Haugen Bill, this part of the measure is supposed to serve the same purpose as that proposal, though in a different way.

TESTS PROVE VALUES OF HYBRID WHEAT

An increased yield of two bushels per acre will mean an annuity payable to the state amounting to \$10,000,000 per year in North Dakota, according to Professor L. R. Waldron, plant breeder of the North Dakota Agricultural College, who spoke at the farmers' grain dealers' convention in that state in March. In discussing breeding of wheat he enlarged upon the results obtained by crossing Marquis and Kota.

In 1918, after it was found that Kota was resistant to black stem rust, Marquis and Kota were crossed. This was done to secure a wheat possessing both the virtues of Marquis and Kota, with the vices of neither. Results available from 11 sets of samples grown, milled and baked under the same conditions showed some interesting results. The results of the hybrid and Kota in percentages of Marquis are given, as the latter is recognized as the standard wheat for milling and baking:

Characters	In per cent of Marquis	Hybrid
Weight per bushel.....	102.0	102.0
Amount of protein.....	111.3	104.9
Yield of flour.....	103.5	102.7
Absorption of water.....	112.6	102.2
Volume of loaf.....	109.0	102.6
Color of loaf.....	100.2	100.9
Texture of loaf.....	99.8	100.1
Weight of loaf.....	99.8	101.2
Ash in flour.....	99.5	92.2

It will be seen that the hybrid equals or surpasses Marquis at all points. A large number of new crosses have been entered upon and from these crosses certain improvements are expected to certainly follow.

380 MILLION BUSHEL NORTH AMERICAN WHEAT EXPORTED

Although the combined export volume of Canada and the United States in 1924 topped that of the previous year by about 50,000,000 bushels, some of the declines noticeable in wheat and wheat flour for the winter months of 1924 gave fair clues to the volume, particularly in flour, which followed in the spring of this year.

October was the high month for wheat exports from the United States, contributing its 45,112,388

bushels to the yearly total of 166,286,238 bushels. This represents an increase of more than 75 per cent over 1923 exports and more than equals the record amount shipped in 1922, 164,691,565 bushels.

Canada, although showing a small percentage of loss in 1924 exports, went well over the United States in wheat shipments, sending out 214,625,825 bushels, compared to 242,814,886 bushels in 1923,

and 209,339,225 bushels the year before. The high month for 1924 Canadian exports was May, with a record of 41,228,305 bushels.

Flour shipments did not, on the whole, keep up a proportionate pace with wheat during 1924. The United States shipped 16,009,989 barrels, and Canada 11,474,868 barrels, neither figures registering much below or above volumes in 1922 or 1923.

vator equipment in use before it was destroyed by fire. The experiences on which cost figures were based was the result of normal operation.

MORE BARLEY IN CORN BELT

The consumption of barley throughout the United States has been less this year than last. The supply on August 1 was about 11,000,000 bushels below that of last year, but exports to March 1 were about 7,500,000 bushels larger, totaling approximately 15,000,000 bushels, and reflected the shortage and poor quality of the European crop. The supply for the remainder of the crop year is practically the same as last year.

According to Government reports, there will be an increase in barley production in the corn belt, as indicated in the "intention to plant" reports.

RISE IN SASKATCHEWAN CORN ACREAGE

Canada seems very determined in its effort to cut down the yellow grain imports from the United States, and results are more appreciable every year. It is estimated that 100,000 acres in Alberta and a similar area in Saskatchewan have been planted in corn this year, which will represent an increase of about 50 per cent over last year. In the year ending May, 1924, Canada imported for consumption 9,203,000 bushels of corn from the United States, compared with more than 10,000,000 bushels the year before and about 15,000,000 bushels in the year ending May, 1922.

Since 1915, the acreage devoted to corn in western Canada has increased 1,819 per cent and the production by 3,809 per cent.

500,000 WHEAT GRAINS FROM ONE IN 18 MONTHS

Before the war, over half of the French population was rural. Now a scant third is in the farming class, so it is a question whether the back-to-the-farm movement which is so earnestly recommended by the Government is as strong as the on-to-the-city swing. The French Parliament is considering any method that almost anyone is willing to present which will make farming more attractive. Deputy Compere-Moral, to show how valuable science could be to the farmer, cited the recent laboratory accomplishment in which a half million

Head Height No Handicap to Blower

Oats Shot Up 35 Degree Incline At Rate of 23 Bushels Per Minute 23 Hours Per Day

FOR the rapid handling of grain from cars to elevator or from storage to cars, few doubt the efficiency of blowing apparatus, but there has been some question as to the cost of installing a blower system, compared to the installation expense of other equipment. The cost per bushel for handling grain by blowers is thought by some to exceed the unit handling cost of other systems, so a first hand account from one who has had actual experience with blowing machines, as well as other loading and unloading devices, is valuable. O. J. Knoebel, superintendent of the C. M. & St. P. Elevator at Milwaukee, Wis., operated by the Grain Marketing Company, has real loading problems on his hands constantly, and how he has developed a system elastic enough to meet all his requirements, and meet them economically, is best told in his own words:

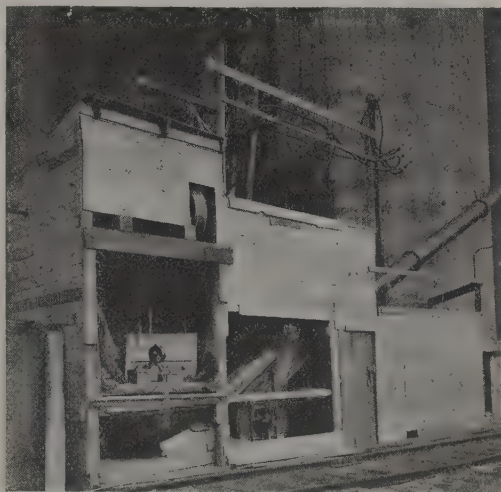
"After the fire which destroyed the 1,000,000-bushel wooden workhouse of Elevator 'E', as superintendent of the Cargill Grain Company, I installed for car loading a 1,500-bushel per hour Bernert Blower in the basement of the 650,000-bushel concrete storage tanks, which were filled mostly with rye plus about 100,000 bushels of wheat. This grain was not damaged by the fire. Cars were loaded at a distance of 75 feet across four tracks at the rate of 1,570 bushels in 40 minutes. We loaded from 10 to 14 cars per day. The blower was operated with a 30-horsepower motor at a speed of 1,650 revolutions per minute, using about 32 feet of eight-inch four-ply rubber drive belt.

"All rye and wheat loaded out graded number one and number two, with most of cars showing no dockage and only a small percentage of cars showed 1 per cent dockage. Condition of grain after loading was excellent and very greatly improved.

"During last December we installed a 1,500-

each shift, including one man for operating a Clark Automatic Shovel machine, which I had installed for unloading the grain from cars into the hopper of the blower.

"We have since installed another blower for loading out and transferring corn and rye to cars. We find this machine is doing wonderful work in conditioning and improving the grade of corn and rye



CLOSEUP OF BLOWER IN ACTION

of our past crop, and at a very small expense per bushel, as it requires only one man to operate, feed same and take care of loading cars to their fullest capacity."

In addition to handling the grain rapidly, Mr. Knoebel states that many cars of grain received were not in first class condition; from these ship-



BLOWING GRAIN TO ELEVATOR HEAD

bushel Bernert Blower for unloading cars of oats, blowing the grain to the top of the tanks at an angle of 35 degrees, an elevation of 95 feet with two 90 degree elbows and from 220 to 270 feet of piping to different tanks.

"This blower was operated with a 40-horsepower motor at a speed of 1,720 revolutions per minute and handled from 1,350 to 1,500 bushels per hour. It was operated for 30 days, 23 hours per day in the coldest of weather this season, handling approximately 550,000 bushels with very slight repair. This work was accomplished with but three men

ments, the blower took out most of the dirt and chaff, and conditioned the grain by absorbing the outside moisture, thus bettering the grade.

The Bernert Sales Corporation, Milwaukee, Wis., which supplied the blowers for Elevator "E," now contemplates building some larger machines for this plant, which would give them a capacity of around 4,000 bushels an hour. The blowers now in use, according to Superintendent Knoebel, have effected a saving not only in the handling cost per bushel or car, but also in the initial investment, when compared to the records of the regular ele-



LOADING OUT GRAIN WITH BLOWER

grains of wheat were made to grow from a single grain in just a year and six months.

In comparing this laboratory feat with what a grain of wheat ordinarily amounts to, M. Compere-Moral said that the farmer on the average grew only 25 grains of wheat from one, compared to the scientist's 500,000.

GOVERNMENT reports around the first of April indicated that harvesting of wheat is in progress in India, but that it is still too early to give a definite opinion of the yield of the crop.



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This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., APRIL 15, 1925

TERMINAL COSTS

"WE REALLY do not need a Bureau of Service," Interstate Commerce Commissioner Potter explains. "Three years ago it was a very busy Bureau; complaints from shippers and emergency situations everywhere. During the last year there have been few complaints, in spite of the greatest tonnage ever handled." This being so does not mean that the country is running out of railroad freight problems. To ship a unit of traffic from a point in New York City to a point in Chicago, where they have intricately arranged terminals at both ends, costs the railways at least twice as much as to ship that same traffic from a point on the New York Central 30 miles above New York City to a point 30 miles west of Chicago, where the crowded terminals can be avoided. Rail management primarily, and shippers secondarily, have a problem in the big terminals that no commission can help them settle.

THE MISSISSIPPI EXPRESS

THE kind of traffic barges are now handling makes its necessary to change old conceptions of river freighting. For over a year there has been an express service between Chicago and New Orleans via St. Louis by package car and fast river service. The cars leave Chicago, connecting at St. Louis with the self-propelled barges, *Birmingham* and *Gulfport*, or with two-barge towboats. One day puts the freight in St. Louis, and on the fifth day following, the goods are at the gulf. Up river time is 10 days, and return cargoes

are made up of coffee, sugar, and sisal hemp.

In March, 507 cars of freight were handled out of Chicago for reshipment via St. Louis or Cairo by the barge line. Twenty-six of the cars were expressed. The increasing use that manufacturers of machinery and steel products generally, are making of this service indicates that grain, ore, and coal are not the only things that can be economically routed by water, and that barge service is not so slow as commonly reported. There is not much danger that a deep waterway from lake to gulf would be ignored by shippers.

SPEED UP THE DECISIONS

AN EX-PRESIDENT of a railroad, who has served several years as an Interstate Commerce Commissioner, says, "The operating efficiency of the railroads today is something we didn't hope for four years ago. The big job is over; I am going back to my work." Before he begins pressing buzzers as a railroad executive again, he should study the time element included in an I. C. C. decision. Picking a case at random, which is presented in detail on another page of this issue, we find that the Commission kept a decision on a minor sort of complaint hanging fire for 16 months, before the announcement was made that the case was dismissed. The multiplication of such cases that he would undoubtedly find, might persuade him that the big job ahead was putting grease on the Commission's cogs, rather than increasing the operating efficiency of a railroad which is already operating its trains on schedule. What the Interstate Commerce Commission decides is usually fair enough; what it needs is some one to inaugurate an express service for its decisions.

"HAD I A BLADE OF KEENER STEEL"

THE Goodyear Tire & Rubber Company pays out about \$1,000 per month to its employes in Akron, Ohio, plant, for suggestions. A slight rearrangement of benches here, a belt guard there, or a better routing for the electric trucks on a certain floor, these are the things from which the management is too remote to deal with in detail. A foreman is often too busy watching his department as a unit to get the "lowdown" on each particular machine and operation, but it doesn't take the workman long, concentrating on one particular job day in and day out, to find out how his operation can be speeded up or improved, if it's made worth his while.

After reading about up-to-the-minute methods used in a giant factory, such as Goodyear's, or the efficient grain handling system in some large terminal elevator, the small elevator man may be envious and discouraged, believing that if his plant were only large enough he, too, might profitably employ the services of a practical efficiency engineer. At the same time he may be overlooking a pretty good bet along the efficiency man line right under his nose, *the man on the job*.

A NATIONAL WHEAT RESERVE

SOME ONE may be counted upon every six months or so to advance the idea of a national grain reserve as a proposition of signal importance to this country. In Switzerland, a small nation, surrounded by countries which, in the past at least, have been in conflict with each other much of the time, and cannot be counted upon to relay wheat supplies, some kind of national grain holding system seems logical. Swiss officials, however, have thus far got only much adverse criticism for their governmental control policies.

In the United States, danger from a wheat deficit such as the Swiss have, is remote. Even with a world shortage, considering the food resources of the country, the possibilities of substitution, the transport and credit facilities, and the strong economic position of this country, the danger is negligible.

When the Swiss get a navy, then it will be time for us to have a national grain reserve, other than our normal carryover.

SELLING SIDELINES

MINNESOTA has 385 farmers elevators and of this number 284 carry coal as a sideline; 266 handle feed; 239, flour; 165, twine; 148, salt; 131 seed and so on down the list, from implements to gas. The elevators carry from eight to 18 different lines.

In this respect Minnesota has a record which speaks volumes for the progressive policy of its farmers' elevators. Some other states do almost as well, but many of them and many privately owned elevators throughout the grain belt are struggling along trying to make a living handling grain alone. In every community there is opportunity for the right man to dispose of large quantities of coal, feed, flour, building material and other commodities which farmers and townspeople require. Some of them at least are not adequately handled in your community and the field is only waiting for a live wire to develop it. In many of these commodities the profits are far greater than in handling grain and the risks are no greater. Nor is it necessary to make a large outlay of capital at first. The line will capitalize itself if you give it opportunity.

Sidelines in the elevator spell prosperity. Or in current language: What is a word of nine letters meaning success for the elevator operator?

A HIDE-AND-SEEK REPORT

THE farmers' distress in 1924, insofar as it can be gauged by the annual report of the Federal Farm Loan Board, was nearly equal to that of the previous seven years. In 1924 the Federal Land Banks and joint stock land banks began foreclosure proceedings on 2,226 farms, and acquired 544, of which 118 were sold; in the seven years from 1917 to 1923 inclusive, the corresponding figures were 2,910; 852; and 128. These are some of the facts you can find after search.

The report would do credit to the shrewdest corporation counsel ever employed by a

private concern, to prepare a masked figure summary. No such high handed juggling of totals is tolerated in the Government supervision of life insurance company and bank statements, but the Farm Loan Board being a Governmental agency is answerable only to itself.

But the 1924 depression, as indicated by foreclosures and surrenders, is too big to conceal, however deftly the totals are handled. At any other time such a review would be discouraging, but with logical prosperity forecasts current in almost every line of industry today, years seem directly ahead which will more than balance the agricultural depression of 1924.

Then, in the years when the mortgagors and mortgagees are better situated, the Farm Loan Board may see fit to give straightforward reports.

EDITORIAL MENTION

We still frequently see those modest violents of commerce, elevators with from 5,000 to 20,000 square feet of free advertising space, and not as much as the firm name on the elevator.

Canned corn, canned beans, and now comes canned wheat. It is offered as a sort of canned health proposition, and you must buy it by the case. The idea will strike old grain dealers as strange, but the company is finding a market for it.

The Kansas Department of Agriculture lists 65 county and state fairs to be held within that commonwealth during the coming year. What an opportunity for the feed manufacturer or the seed grower to show his wares.

The Agricultural Committee of the Chicago Association of Commerce is urging farm advisers to induce farmers to test all corn for germination before planting. This is good advice, but gratuitous, as farm advisers have been working on this very thing ever since the first frost last fall.

Next month the Chamber of Commerce of the United States will hold a meeting at Washington to discuss various problems of importance. Among them will be "Agriculture" with special attention given to co-operation. It will be interesting to see the business reaction toward a subject which has become almost exclusively political. It is safe to presume that business men will offer a new angle for consideration.

President Coolidge has indicated that he wants to get both sides on the question of reducing the linseed oil duty, before he makes a decision. With due respect for the President's wish to make a careful approach to this tariff decision, we submit that waiting for further facts from either side will be only a disappointment. Emotional argument can go on indefinitely, even on such a subject as linseed oil tariff, but the fact

that representatives of both crushers and anti-crushers are now resorting to personalities and sarcasm in presenting their cases, indicates that they have run out of facts, figures and sane conclusions.

Elevator operators can avoid the possibility of having to pay twice for grain by making out checks payable to both landlord and tenant when buying grain from a renter. The Supreme Court of Montana has recently handed down a decision which warrants such precaution.

Huston Thompson, formerly chairman of the Federal Trade Commission, takes up two pages in the *Dearborn Independent* to tell about the law violating tendencies of "big business." Why not take another two pages and tell about the decisions of the Commission, under Mr. Thompson's guidance, which were afterward reversed by the courts?

The South will move north on May 11, to the Grand Central Palace in New York City and for two weeks the most extensive array of exhibits that southerners have ever contributed to an exposition, will hold the center of the stage at the Palace. The size and the locating of the Southern Exposition is typical of the South's new aggressiveness.

Southern States, by their "intentions to plant" forecasts, indicate that corn acreage will be increased from 2 per cent in Mississippi to 7 per cent in South Carolina. If the increase is at the expense of cotton it will have an important bearing on the latter crop. If new land is being broken for corn, then additional new wealth is coming to the South.

Secretary Jardine says he has no panacea for agricultural relief. What he has got is the important thing, however. It is hoped that he has a personality that can dominate the huge department which he now heads. No one doubts his good intentions and his sound ideas. The problem will be to inject some of his common sense into certain of his bureaus, and to keep a weather eye out for trick legislation.

The establishment of a new world grain port is now in the offing. Vladivostok has been declared a free port by the Soviet. Plans for the erection of elevators, mills, and warehouses are now under way, and the opening of this port, with multiplied equipment will put the Russian Far East and North Manchuria into direct touch with the major markets of the world. This will tend to eliminate costly transshipment of Russia bound cargoes at intermediate Japan parts. It is interesting to see the almost magic effect that withdrawal of Soviet trade restrictions produces.

With Russia opening its door to private enterprise and trade again, there is bound to be a renewed prosperity in eastern Europe. In the world markets, this prosperity will be reflected in increased buying power. Grain shipments should come in for its fair share. The Soviet edict against private trade had a back-to-the-soil tendency. People forced

out of business tried their hand at living off the grain and farm products they could raise on some small strip of land. Their success was scant in these poor harvest years, and much of the Russ population is in the export market for grain and grain products more than ever before.

Comparatively few stock feeders can finance a herd through a season of expensive feeds, in anticipation of a stock shortage and high prices the following year. If more could do this there wouldn't be a stock shortage. Feeders have had little complaint this year, however, and why take a chance on next year with heavy steers at \$11, yearlings at \$12, hogs at \$13.50 and lambs at \$15.50? Heavy marketing has helped to make up 245,000,000 bushels of the deficiency of 590,000,000 bushels of feed grains at the beginning of the crop year.

The report on farm reserves suggests great possibilities for elevators which have feed grinders. In every state except two there is a large surplus of oats over the amount on hand at this time last year. Whole oats are not adapted for feeding all livestock, but ground oats makes good feed for all stock and poultry. Last year the corn crop was practically cleaned up. There are 352,238,000 bushels less this year than last, so that many feeders will be forced to use other grain. Oats is a fair substitute, and a little work will bring huge quantities to the grinders to be converted into all stock feed. It is a real opportunity for the elevator operator in the slack season.

Reviewing the results obtained from a mill questionnaire sent out all over the country to gather information as to stocks of wheat and flour of January 31, 1925, the Millers' National Federation reports, in a bulletin by the president, that there is nothing in the situation indicated by the tabulation which should make any miller feel the necessity of selling flour during the remainder of the crop year "at a price which does not cover a reasonable conversion cost and a profit." The report is too conservative to be classified as bullish, but the facts gathered by the Federation point unmistakably to a favorable situation as to grain holding in the mills. There is no large accumulation of flour stocks, especially of unsold flour.

The program for the coming convention of the Western Grain Dealers Association, which appears on another page, has in the obscure last place, under the head "General Discussion," the following subjects: "Cost of operating a country elevator"; "What is a reasonable buying margin"; "Feed grinding and sidelines"; "Use of radio by country grain dealers"; "Improvement in fire hazards." We presume these are suggestions which will be taken up if there happens to be time. What a whiz of a meeting the Western Association could have if it cut out all the rest of its program (and it's a good program, too) and confined its deliberations to the above subjects under competent leadership. Some day we hope to attend such a meeting.

W. H. TOBERMAN
St. Louis

NEWS OF THE TERMINAL MARKETS

GEO. S. BRIDGE
Chicago

ELECTION AT MILWAUKEE

The following officers were elected on April 6 to serve the Milwaukee Chamber of Commerce for the coming year: A. B. Templeton of Grain Marketing Company, president; Hugo Stolley, Milwaukee manager for Henry Rang & Co. of Chicago, vice-president; H. A. Plumb, secretary-treasurer.

INSPECTION FEES TO BE REDUCED

It is stated that the present inspection fees in Kansas of \$1 per car will be reduced to 60 cents per car as soon as the revolving fund under which the inspection department is operated reaches \$80,000. This is provided for in a bill passed by the Kansas legislature. It is expected the fund will reach \$80,000 around October.

GRAIN SHIPPERS ELECT OFFICERS

At the annual meeting of the Minneapolis Grain Shippers Association of Minneapolis, Minn., held April 2, H. A. Murphy of the Continental Grain Company was elected president; W. J. Russell of Gregory-Jennison & Co., vice-president, and James A. Gould of the Sheffield Elevator Company was re-elected secretary-treasurer.

DAYLIGHT SAVING AT KANSAS CITY

Daylight saving schedules will be operative on the trading floor of the Kansas City Board of Trade, Kansas City, Mo., from April 27 until the last week in October. Under the daylight saving plan, trading will be opened at 8:30 in the morning and continued until 12:15, instead of present sessions between 9:30 and 1:15 p. m. On Saturdays the trading hours will open at 8:30 and close at one hour before noon.

BETTER WHEAT PROSPECTS

Illinois appears to have better Winter wheat prospects than many other states report, no doubt but that recent rains have helped. One observer reports that half of our acreage now promises an average yield at harvest, while the balance looks like half a crop. Very little will be abandoned.

Our weather man predicts, that what further spring rains we may hope for are due during the coming week and that from then on into June we may expect a continuance of the dry spell that seems to hang over the Mississippi Valley. An acreage of oats has been seeded here under favorable conditions. The sprouts are coming up to a good stand.

Outdoor farm work is now a week or 10 days ahead of the average season. In fact corn growers will be ready to plant this season any old time that suits them best, should present brand of weather continue. It looks now like corn planting may be pretty general here around April 20. Live-stock may now be seen feeding on spring grasses, their owners feel quite satisfied over prices prevailing for same.

The heavy general losses sustained by the general public other than grain dealers through trading on the various grain exchanges will no doubt result in loud criticism from such. We feel that many newspaper articles enumerating fortunes made while prices were soaring, induced many to trade in grain whose lifetime had been spent pursuing some other kind of business for a livelihood.

Grain consumers and handlers evidence their confidence in present values by a much better demand for the limited offerings. Stocks of corn and oats in local elevators are decreasing. Should the fluctua-

tuations in price become more moderate one would expect the volume of business to increase as interior grain merchants would feel more like carrying their usual stocks of grain and feeds.—H. I. Baldwin & Co., Decatur, Ill. Market letter of April 18.

JOHN C. HUSTED

A change of more than usual interest in the grain trade was made March 31, when the announcement went forth that John C. Husted of Toledo, had become associated with Bartlett Frazier Company of Chicago. Mr. Husted has been for years one of the prominent grain men on the Toledo Produce Exchange and as president of C. A. King & Co., after the death of Frank I. King in 1921, he had carried forward the business with



JOHN C. HUSTED

the same aptitude and forceful activity as the son of its founder. Mr. King had made for "Our Boy Solomon," under whose name the firm's letters were issued, a national reputation for terse and practical market information. These letters were continued by Mr. Husted in the same form and with the same marked ability.

Mr. Husted was born in Buffalo, February 24, 1887, but as his parents moved to Toledo in 1890 he has been claimed as a Toledoite by those to the manor born. He was educated in Toledo and went with C. A. King & Co. about 16 years ago when the firm was located in the old Produce Exchange Building before the Exchange's removal to its present modern quarters.

Mr. Husted resigned from the Toledo firm February 17, and is now devoting his energy and grain marketing ability to the well known and old established house of Bartlett Frazier Company.

EXPORT BUYING NOT A DETERMINATE FACTOR

A most significant feature in the wheat situation is the improvement in the cash demand in outside markets and the evident tightening of cash wheat in all terminals. The strengthening tendency of the domestic situation is evidenced by the noticeable buying of domestic mills. It is becoming more and more apparent that we are less dependent upon export buying. The volume of receipts to primary centers continues small. The decrease in the visible

supply has brought the total to below last year's figures at the corresponding period. At no time since 1922 has the total American visible supply been less than the corresponding period the previous year at this time. In view of the large crop produced last year and the enormous primary movement this is a remarkable showing. The export demand for our wheat has not been a sustaining market factor of late. Unsettled market conditions and heavy supplies afloat have curtailed the demand. However, smaller shipments from the Southern Hemisphere are becoming very noticeable. Our Sydney correspondents express the view that not more than 10,000,000 bushels will be available for export until the next crop, after providing for the tonnage fixed from the beginning of the season to the end of April. While we do not believe that the maintenance of our values for the old crop is dependent upon an export demand, we believe that Europe will be compelled to take further quantities of our grain. Winter wheat crop conditions in the Southwest have undoubtedly improved owing to rains. The Government report which is due tomorrow will likely confirm the low condition indicated by private reports. There will be no official estimate as to the abandoned acreage until the May report. We believe that wheat is gradually working into a stronger position and we favor purchases on minor recessions.—Bartlett Frazier Company, Chicago, Ill. From market letter of April 11.

FOREIGN INTEREST IN CASH WHEAT

The fact that indications point to a very possible reduction in this year's Winter wheat crop compared with last year's figures may be influential in awakening interest in cash wheat by the foreigner. Until this interest becomes more apparent we would not care to follow advances such as we have had today, and believe July wheat around \$1.50 is in debatable ground; it should be kept in mind that a 20 cent a bushel advance has occurred in the new crop futures in the last week.—J. J. Badenoch Company, Chicago, Ill. From market letter of April 11.

OATS ACREAGE WILL BE A RECORD

Oats haven't rallied so much from the recent faint-away. Only moderate investment buying is the reason. Visible supply should show a good decrease Monday. Cash demand is quite good and if it keeps up should help the May, especially as there's no sign of receipts increasing. July and September are on debatable ground; seem to be a purchase on good breaks; a sale on bulges. Seeding of the new crop is further advanced than usual, and the acreage will be largest on record.—J. F. Zahm & Co., Toledo, Ohio. From Red Letter of April 11.

CONSTANT DEMAND FOR NO. 2 RED WINTER

The demand for oats has been very small. Would say that most of the oats arriving here are coming from western terminal markets which are underselling country points considerably. Most of the country elevators seem to have high priced oats and are not willing to part with them at present quotations. Stocks here are quite liberal and most of the buying trade have booked oats at two to four cents under present market prices and are now practically out of the market.

Receipts of corn are fair but the demand is very unsatisfactory. There was a fair to good demand a week ago on the recent break but at this time

buyers seem to be well supplied and the demand has flattened out. Only better grades of corn are in demand. Nearby Ohio shipments are of poor quality as a rule and the trade is not inclined to take on this class of corn.

The demand for wheat has been small but arrivals and offerings of Winter wheat especially are very small. There is a constant small demand for No. 2 Red Winter wheat.

The industrial situation, generally speaking, is in a depressed condition notwithstanding the very optimistic reports emanating from various sources.

There is more complaint regarding this condition than we have heard for years.—*Harper Grain Company, Pittsburgh, Pa. Market letter of April 13.*

PEORIA'S NEW MAYOR

Rolling up the largest plurality ever given a mayoralty candidate in the city of Peoria, Ill., Louis Mueller, head of the Mueller Grain Company of that city, was elected mayor on April 7 by the huge margin of 8,386 over his democratic opponent. Three cheers and a tiger for Peoria's next mayor.

Mr. Mueller is a native of Peoria, having been born in that city January 21, 1872. He received his education at the Webster School in Peoria and as a boy sold newspapers while going to school and before his employment in a local drug store for three years. At the age of 14 years he entered the employ of the grain firm of T. A. Grier Company and after 25 years with this firm, in 1911 formed the Mueller Grain Company and has since been its president and general manager.

During his 29 years with the grain trade he has



LOUIS MUELLER

served as member of the Board of Directors of the Peoria Board of Trade for 14 years, and has held all the offices in the organization, being president in 1916. He is a member of the Board of Directors at this time.

Mr. Mueller was elected alderman from the eighth ward of Peoria in 1903, serving one term. He was also elected member of the Republican Senatorial Committee for the Peoria district and served as a member of the Library Board.

Mr. Mueller's acquaintance extends widely through central and western grain territory where he is known as a reputable grain merchant and a keen observer and careful advisor on grain conditions. He will surely give Peoria a sound, business administration and congratulations and best wishes will be extended to him by his countless friends in the grain trade.

THE SITUATION IN WHEAT AND CORN

The low condition of the Winter wheat crop was the dominant feature of the past two weeks. The Government report forecasting only 474,000,000 bushels was below most private forecasts. This is due mostly to the fact that private reports reflected conditions in the last week of March whereas the Government usually tabulates returns received in Washington up to April 5. During the last week of March and the first week of April the condition

was declining rapidly. It is significant that the report apparently had more bullish influence on the May delivery than on the more distant deliveries, indicating that the May situation is still very sensitive. On March 1, available supplies for export and carry over in exporting countries were about 190,000,000 bushels smaller than the preceding March 1 and exportable supplies in exporting countries next July 1 are expected to be about 125,000,000 bushels, smaller than a year ago. If the Winter wheat crop in this country should be 125,000,000 less than a year ago, as indicated by the Government report, the new crop season, in these two items has a handicap of 250,000,000 bushels shortage to start off with.

In the corn market, during the first four months of the season the speculative market led the cash; this situation is changing. Since November 1 primary receipts of corn have been 22 per cent smaller than in like period of the preceding year, but recently receipts have been almost 50 per cent smaller. There is more profit in feeding corn than marketing, at recent differences between the price of corn and livestock. Corn is expected to be scarce next summer and the purchase of July delivery at present level is regarded with favor.—*Nat C. Murray, statistician with Clement, Curtis & Co., Chicago, Ill. Market letter of April 13.*

LIGHT RECEIPTS

Conditions here are not much different than elsewhere and receipts, of course, are unusually light and in most cases not enough to take care of the demand. The light receipts has caused the hardening of premiums, particularly on oats. It is a question whether receipts will show a material increase for the next few weeks or at least not until farmers are through with their spring work.—*E. P. Bacon Company, Milwaukee, Wis. Market letter of April 13.*

PROSECUTION FOR GRAIN PRICE MANIPULATORS

William M. Jardine, new Secretary of Agriculture, has declared that brokers found guilty of manipulating grain markets will be criminally prosecuted. Not only will they be liable to suffer a revocation of license but will also run the risk of a jail sentence.

It is also stated that action will be taken against boards of trade where grain manipulation is practiced.

SOME THINGS OUR COUNTRY NEEDS

In a late issue of Southworth's Weekly Market Review, published by Southworth & Co. of Toledo, Ohio, the back page is not devoted to its usual grain topics but sets forth a few of the present needs of our country in the following:

"What this country needs is not a new birth of freedom but the old fashioned \$2 lower berth.

"It isn't more liberty, but less people who take liberties with our liberty.

"It is not a job for every man, but a real man for every job.

"It isn't to get more taxes from the people, but for the people to get more from the taxes.

"It is not more miles of territory, but more miles to the gallon.

"It is more tractors and less detractors.

"It isn't more young men making speed, but more young men planting spuds.

"It is more paint on the old place and less paint on the young face.

"It isn't a lower rate of interest on money, but a higher interest in work.

"It is to follow the footprints of the fathers instead of the footsteps of the dancing master."

CORN AND OATS IN GOOD DEMAND

The past two weeks has witnessed a marked improvement in the cash situation in coarse grains in this market. The decline in prices very evidently stimulated the demand as trade in corn and oats has been the best in months and local stocks of both grains are decreasing rapidly.

Eastern jobbers report the condition of the farmer

in this section of the country as being much better as they are getting higher prices for their product and the reduced level at which they can now buy grain and feedstuffs enables them to conduct feeding operations on a profitable basis again.

With the advent of warmer weather buying will no doubt be again curtailed temporarily as grass is available for feeding, but the eastern situation looks to be in a much healthier condition than at any time in the past two years and unless prices go to an abnormal level again, we look for a much better domestic cash demand through this year.—*J. G. McKillen, Inc., Buffalo, N. Y. Market letter of April 13.*

JAMES M. ADAM

There are all kinds of tables, including table lands and table stakes. The latter is included in the education of every accredited grain dealer. To none of these tables, however, does this article refer. Rather we desire to call attention to a cash grain table on the Chicago Board of Trade trading floor located a short distance on the second row to the right as one enters the Exchange from the smoking room. It is a coin of vantage to the futures pits and to the cash grain buyers. And at this table, every morning for a number of years until recently, has been stationed James M. Adam,



JAMES M. ADAM

in charge of the cash grain department of Rosenbaum Brothers, one of the oldest of the cash grain firms on the Chicago market.

It has been a pleasure to pass by this table whether you buy or sell, for Mr. Adam is approachable to all, and likes to pass the time of day, this being one of the reasons perhaps that frequently he got the coveted one eighth over the market for his country shipper's consignment. Now there are others stationed at this table, for Mr. Adam has gone to St. Louis, having formed a connection with Anheuser-Busch, Inc., of that city.

Mr. Adam was born in Detroit, Mich., June 30, 1875. He started in the grain business 31 years ago with Rosenbaum Brothers at Chicago, at the age of 20 years, as bookkeeper, and later handled the firm's consignment business. When the Grain Marketing Company absorbed Rosenbaum Brothers he went with them as buyer for the feed department, remaining in this position until April 1.

In his new connection with Anheuser-Busch, Inc., Mr. Adam will have charge of the buying of barley for their cereal beverage business and of corn for their corn products plant as well as the sales of brewers dried grains and gluten feeds resulting from the plant's operations. He extends an invitation to all his old friends to visit him at St. Louis and assures them of a cordial welcome. A tour of the

old brewing plant is still interesting, if not as much so as in the old days, and Mr. Adam states that contrary to general belief, there is still schnapps in the cellars.

CASH DEMAND FOR ALL GRAINS BETTER

We are sorry to say that the wheat in west central Ohio and eastern Indiana will be almost a failure. Sixty per cent has been sown to oats, and 10 per cent will be planted to corn. The early sown oats are coming up. Farmers have their corn ground nearly all plowed. Acreage of corn and oats will be much larger than usual.

Cash demand for all grains is much better than it was last month.

Outlook for hay and pastures is only fair. Rain soon will be of material benefit.—*E. T. Custenborder & Co., Sidney, Ohio. Letter of April 13.*

CHANGES IN MEMBERSHIP

Chicago.—Memberships of the following on the Board of Trade have been transferred: Martin Lindsay, Est. George Brenner, Jr., Charles E. Gifford, Albert L. Wayne, Willard B. Cook, John C. Husted, Nathan J. Miller, Arthur Meeker, Est. Frederick C. Hollinger, Cloyd Loughry, Samuel J. McCaull, Frederick R. Mitchell, Estate, Estate Henry R. Whiteside, Estate Julius Fleischmann. New members on the Board are: Franklin J. Mallory, Andrew R. Marquis, James Martin Welch, Glenn Everett Jacobs, John J. Fleming, Clifford Culloden, Raymond W. Baxter, James J. Godfrey, Samuel Hazelhurst, John H. Crilly, William M. Johnston, Walter A. Mooney, Jean H. Kempner, and William M. Paris. Reported by Secretary James J. Fones.

TERMINAL NOTES

A membership on the Chicago Board of Trade sold the first part of April at \$8,825 net to the seller.

F. C. Wendell has become the sole owner of the grain and flour brokerage firm of Shull, Armstrong & Co. of Portland, Ore.

D. H. Kresky, who has had charge of the mill feed department of the Russell Grain Company, Kansas City, Mo., has resigned.

Jean H. Kempner, with Adolph Kempner & Co. of Chicago, Ill., has been admitted to membership in the Chicago Board of Trade.

Ralph McCarthy, well-known grain man of Duluth, Minn., sailed with his bride early in April on a honeymoon trip to Europe.

F. J. Maurer, a member of the grain trade of Buffalo, N. Y., has become connected with the Watkins Grain Company of Buffalo.

John W. Hampel recently resigned his position as assistant treasurer of Hammond, Snyder & Co., Inc., grain exporters of Baltimore, Md.

Frank Ryer, president of the Ryer Grain Company of Portland, Ore., recently returned home from a six weeks' visit to Cuba, Panama and Florida.

Samuel H. Young, formerly head of the grain and feed firm of S. H. Young & Co. of Philadelphia, Pa., has formed a connection with S. C. Woolman & Co.

F. J. Shonhart, formerly with the Electric Grain Elevator Company of Buffalo, N. Y., has formed a connection with the Cargill Grain Company of that city.

Logan & Bryan, grain and stock firm of Chicago and New York, have opened a branch office at Hollywood, Calif., under the management of Henry Nelson.

John A. Kuhn, traffic manager of the Omaha Grain Exchange, Omaha, Neb., has been elected president of the newly organized Omaha Traffic Club of Omaha.

All of the property of the American Hominy Company has been sold by the trustee, the Chicago Title & Trust Company, and the first dividend of 25 per cent has been declared to bondholders. A claim of approximately \$900,000 for unpaid income tax liability from 1919 forward has been filed by the Government. This is a preferred claim and, if allowed, will practically take all the funds which are not specifically derived from the sale of mort-

gages. It is generally expected that despite opposition by the trustees, the claim will be allowed. In that case no dividend will be declared for the benefit of the creditors.

William M. Johnston, in the employ of Beach-Wickham Grain Company, Chicago, Ill., was recently admitted to membership in the Chicago Board of Trade.

P. B. Miles, head of P. B. and C. C. Miles, one of the oldest grain firms of Peoria, Ill., returned from Palm Beach, Fla., early in April where he had spent the winter.

P. C. Kamm, president of the P. C. Kamm Company of Milwaukee, Wis., returned home late in March with his wife from a two months' trip spent in Florida and Cuba.

The Ladish Company of Milwaukee, Wis., has taken over the mill and elevator of the former Parry Products Company at Milwaukee. W. C. Bienfang is in charge of the plant.

David H. White has succeeded the late George G. Omerly as president of the Hancock Grain Company of Philadelphia, Pa. Mr. White has been connected with the firm for upwards of 40 years.

Stein, Alstrin & Co., with offices in the Rookery Building, Chicago, Ill., have taken offices on the first floor of the new Sherman Hotel Building which they will occupy as a branch office after May 1.

James P. Hessburg, late member of the Board of Arbitration of the Milwaukee Chamber of Commerce, Milwaukee, Wis., has become connected with the Hiawatha Grain Company operating at Minneapolis, Minn.

J. S. Bache & Co., grain and stock brokers of New York, Chicago, and branches will move their Kansas City offices on May 1 from the First National Bank Building to Tenth Street and Baltimore Avenue.

The Fitzgerald Bros. Company, hay and grain firm of Cincinnati, Ohio, have moved their offices from the Fosdick Building into larger quarters in the Southern Railway Building at Fourth and Sycamore Streets.

The La Budde Feed & Grain Company of Milwaukee, Wis., has been appointed distributor for the American Maize Products Company of New York and Chicago with exclusive rights in the state of Wisconsin.

The Norton Grain Company of St. Joseph, Mo., has changed its form from a partnership to a corporation. Officers are as follows: R. W. Norton, president; H. C. Gregory, vice-president; F. L. Drier, secretary-treasurer.

Active memberships in the Boston Grain and Flour Exchange, Boston, Mass., now number over 175 and the announcement has been made that until the number reaches 200 there will be no more associate memberships accepted.

The Kansas City Board of Trade is making arrangements to mount a tablet of bronze in the trading hall of the exchange on which will be commemorated the names of the boys who left the Exchange to fight and die in the World War.

The American Grain Exchange of Amarillo, Texas, at a recent election selected H. L. Kearns, president; Lester Stone, vice-president; J. N. Beasley, secretary-treasurer. The officers together with C. R. Slay and E. W. Harrison form the Board of Directors.

E. C. Dreyer of the Dreyer Commission Company of St. Louis, Mo., has arranged to leave New York with Mrs. Dreyer, early in June for a three months trip abroad in which they will visit England, France, Germany, Belgium, Holland, Switzerland and Italy.

Dr. J. W. T. Duvel, until recently administrator of the Grain Futures Act at Chicago, has been appointed acting chief of the Grain Futures Administration Division of the United States Department of Agriculture, succeeding Chester Morrill who resigned some time ago.

The homestead of the late Frank H. Peavey, pioneer grain man of Minneapolis, Minn., has been offered to the city by the estate of his daughter,

the late Mrs. Frederick B. Wells. The only condition is that the property, which has a frontage of 290 feet on Park Avenue, be improved as a public square and named after Mr. Peavey.

C. B. Seay of the Consolidated Feed & Grain Company of Buffalo, N. Y., will engage in the manufacture of roofing and decorative tile at Miami, Fla., after May 1. Eliot W. Mitchell will become the manager of the Consolidated company in which Mr. Seay retains his interest.

Transfer of title was made on March 26 of the Electric Grain Elevator at Buffalo, N. Y., to the Eastern Grain, Mill & Elevator Corporation. The elevator is located at the junction of the Hamburg Turnpike and the Buffalo River. Leon R. Levigne is superintendent of the elevator.

A settlement was made out of court recently in the suit involving the Gladney-Muchmore Grain Company of Fort Worth, Texas, and the receiver was discharged. C. E. Muchmore and Samuel Gladney, who constituted the company, will engage separately in the grain business.

S. P. Arnot, former executive vice-president of the Chicago Board of Trade, Chicago, Ill., and a member of the Board for many years, took charge of the grain and cotton department of Clement, Curtis & Co. of Chicago, April 1, succeeding Tom O'Brien who is now making his home in California.

Charles S. Kenney, until recently associated with the Memphis branch of the Quaker Oats Company as traffic manager and buyer of grain and feed for the mixed feed department, has become general manager of John Wade & Sons of Memphis, one of the oldest and largest grain firms in that part of the South.

George E. Booth, member of Lamson Bros. & Co., of Chicago, Ill., and manager of their cash grain department, left Chicago the first part of April on a short vacation to Augusta, Ga.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

of AMERICAN ELEVATOR AND GRAIN TRADE, published monthly at Chicago, Ill., for April 1st, 1925.
State of Illinois ss:
County of Cook }

Before me, a notary public in and for the State and county aforesaid, personally appeared A. J. Mitchell, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the AMERICAN ELEVATOR AND GRAIN TRADE and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:
Publisher, Mitchell Brothers Publishing Co., 431 S. Dearborn St., Chicago, Ill.
Editor, John E. Bacon, 4546 Clarendon Ave., Chicago, Ill.

Managing Editor, Richard Pride, 2874 North Clark St., Chicago, Ill.
Business Manager, A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)

A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.; A. H. Mitchell, 4462 Woodlawn Ave., Chicago, Ill.; John E. Bacon, 4546 Clarendon Ave., Chicago, Ill.; M. B. Mitchell, Ottawa, Ill.; Estate of W. W. Mitchell, 506 M St., N. W., Washington, D. C.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)

None.
4. That the two paragraphs next above, giving the names of owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholders or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is: (This information is required from daily publications only.)

A. J. MITCHELL,

Business Manager.

Sworn to and subscribed before me this 26th day of March, 1925.

[SEAL]

W. F. WARRICK,

(My notarial commission expires May 8, 1928.)

TRADE NOTES

The Macdonald Engineering Company, constructing engineers specializing in grain elevators and flour mills of Chicago, Ill., and branches at Montreal, Que., Melbourne, Australia, and Vancouver, B. C., have moved their Wichita office to Kansas City, Mo., where it is located at 526 Board of Trade Building.

The Weller Manufacturing Company, extensive manufacturers of grain elevator and flour mill elevating, conveying and power transmission machinery of 1820 North Kostner Avenue, Chicago, Ill., has established a branch in room 1988 Railway Exchange, St. Louis, Mo., with A. C. Stanhope in charge.

The duty on machinery made in the United States, going into almost any foreign port, is comparatively high. Mainly for this reason, the O. W. Randolph Company, of Toledo, Ohio, will hereafter extend the manufacture of its grain driers to seven different foreign countries. The date set for the beginning of foreign production is April 1. For the better distribution of the driers, which are used not only by the grain trade, but also in other industries, the Randolph company is opening sales offices in five more foreign cities, making its total number of offices abroad 12.

"DON'T FISH HERE" SUPREME COURT RULES

Can the Federal Trade Commission have access upon request, to all account books of such a firm as the Baltimore Grain Company, when a general investigation into some economic problem is deemed necessary? Can it "fish around" promiscuously among the profit and loss statements, balance sheets, and confidential records of any company it may select for examination? A Maryland District Court judge said no to these questions, but the Federal Trade Commission, declaring that such a decision prohibited it from doing its duty, appealed the case to the Supreme Court of the United States.

The decision of the lower court was upheld. Hereafter, the commission will have to make requests for specific papers, and may not impose demands upon corporations and individuals that have a tendency to constitute an unreasonable search and seizure forbidden under the Constitution.

The order for the inquiry that finally led to this court litigation, is found in a resolution, adopted by the United States Senate, December 22, 1921. The commission was directed to investigate, beginning with the harvest of the 1919 grain crop, the margins between farm and export prices; the freight and other costs of handling; the profits or losses of the principal exporting firms and corporations and their subsidiary or allied companies and firms; all the facts concerning market manipulations, if any, in connection with large export transactions or otherwise; the organization, ownership, control, inter-relationship, foreign subsidiaries, agencies or connections of the concerns engaged in the export of grain, including the extent of their control of the facilities used by them; the organization, methods of operation and agencies used by foreign buyers of grain in this country, and other data affecting the demand for and foreign disposition, movement and use of American exported grain, and report its findings and recommendations thereon as promptly as the various phases of the work are concluded.

The commission made formal written demands upon the Baltimore Grain Company, the Snyder Company, and the H. C. Jones Company, Inc., that the books be produced and that its agents be permitted access thereto. The material demand included all evidence from the books of account, including balance sheets, profit and loss statements, together with an analysis of the principal items of the same, and the quantities and values of purchases and sales of the different grains handled for the period July, 1919, to December 31, 1921, inclusive, relevant to the investigation authorized by the Senate resolution. The companies, it is declared by the commission, refused to permit the

latter's agents to have access to any of the records specified. The commission asserted such refusal prevented it from performing its duty.

The Maryland Court held that the Senate resolution does not confer upon the commission any authority not already given by law, because it does not allege any violations of the anti-trust law; that the statute does not confer upon the commission the right to inspect and copy the papers of private corporations engaged in interstate or foreign commerce in the course of a general inquiry into some economic or commercial problem, when it has no reason to believe that any violations of law have been committed.

THE GRAIN WORLD

French farmers will receive assistance in the gathering of their crops as a result of a decree authorizing the services of former employees who may at the time of the next crop be serving actively in the Army or Navy. A cable dated March 21, from Commercial Attache Jones, at Paris, says that wheat offerings are unusually small and current reports indicate that considerable amounts are still to be purchased.

In Constantinople the wheat requirements are about 661,320 bushels per month. Due to the failure of the cereal crop in Turkey, trade information indicates that domestic supplies have not exceeded 37 to 55 thousand bushels per month since September. Inasmuch as stocks in the interior are becoming more and more reduced, it is expected that from now until September 1, practically the entire wheat requirements of Constantinople will be imported.

With favorable weather, it is expected that there will be available for export from Cuba and Porto Rico about 750,000 bushels of corn. Prices have been high this year and farmers are securing from 80 cents to \$1 per bushel, which price makes corn culture very attractive, according to Consul Beckers, at Puerto Plata.

From July 1, 1924 to the present date, only about 250,000 bushels of duty paid wheat have been imported by the United States from Canada, compared with 10,463,000 bushels in the same period last year. During the week ending March 21, no wheat was imported for consumption on which duty is paid.

Bonded mills imported 14,000 bushels of wheat from Canada for grinding into flour for export the week ending March 21. In the period from July 1, 1924 to March 14, 1925 the quantity was 4,457,000 bushels, as compared to 10,381,000 bushels for the same period the previous year.

In London, late in March, the *Daily Telegraph* states that "fairly large quantities of ship space are being absorbed in the homeward-bound cross-seas trade by freight other than grain, but the activity customary at this time of the year in shipments of cereals is lacking."

Movement of North American wheat to Greece has been stopped, according to C. E. Dickerson, Jr., trade commissioner, on account of high prices. Orders aggregating over 1,000,000 bushels are said to have been placed in India, Australia and Argentina for delivering during March and April.

It is expected that Yucatan will import as much American corn in 1925 as in 1924, when imports averaged 120,000 bushels per month. Prior to 1924 corn was produced in Yucatan in sufficient quantity to meet domestic demand.

The Norwegian foodstuffs director has reported that during the crop year of 1924 the Norwegian purchases of Russian grain amounted to 121,274 tons, valued at about 30,000,000 crowns. Per agreement, 50 per cent of the sum received for the grain was deposited in Norwegian banks and used for

the purchase of various products in Norway. Up to July 1, 1924, the sum so expended amounted to 8,000,000 crowns, but the Soviet Government stated it could no longer agree to expend 50 per cent of the proceeds in Norway. The agreement has, therefore, terminated.

The value of the exports of every feed product except screenings shipped during the past eight months was greater than that of the same period of last year. Nearly \$28,000,000 worth of feeds were exported during this period, a gain of \$16,000,000 when compared to the same eight months last year.

Prepared feeds showed a gain of \$151,000 over the preceding year in the first eight months of the present year's exports. There was a 50 per cent decrease in the value of screenings exported, the total amount being only \$89,000, as against \$178,000 last year.

The amount of wheat exported during the past eight months was greater than during the corresponding period of 1924 by 96,000,000 bushels, rye, 20,000,000, and prepared feeds, 9,000,000.

The unit value of exports of all grains and grain products except macaroni, buckwheat flour, biscuits, and "other wheat products" is higher this year than last.

While there has been a gain of \$171,000,000 in wheat exports' value in the last eight months over the similar period of the preceding year, a loss of \$5,000,000 is shown in the case of corn.

In order to make up for the shortage of wheat in Spain, permission has been granted for the importation of small quantities. Custom duties may be modified if circumstances require. It is believed that about 70,000 tons will suffice to bring down the price as desired by the director-general for provisions.

Reports from London indicate that during the last week of March seven grain charters were fixed from transatlantic (Northern) points to Leningrad (Russia) at a freight rate of 22 cents per hundred pounds, early April loading.

Reports received from widely scattered countries in Europe and northern Africa indicate improved conditions in the fall sown grain crops. In both Hungary and Italy, rains have been beneficial.

The Argentine corn crop has suffered from a lack of rainfall in March. The temperatures, however, have continued above normal.

BENJAMIN FRANKLIN'S DESCENDANT JARDINE'S AIDE

President Coolidge has appointed Renick W. Dunlap to the post of Assistant Secretary of Agriculture. Although Mr. Dunlap's family for generations has been engaged in farming of various types, his great grandmother, it is interesting to note, was a great granddaughter of the famous printer-statesman, Benjamin Franklin.

Ohio, the president-producing state of the union, is the birthplace of the new assistant secretary. Practically all Mr. Dunlap's life has been spent farming his Ohio acres, and his connections in this state assure adequate middle-state representation in the Department at Washington.

DR. Charles Saunders who developed Marquis wheat has been granted a life annuity of \$5,000 by the Dominion Government.

Editor *American Grain Trade*:—Am interested in what is going on among the elevator and feed dealers of the country, and have seen several copies of your paper and like it very much. I am a feed salesman traveling for the Northern Illinois Cereal Company of Chicago, Ill. Enclosed find my subscription, which you will please enter.—HUGH J. SAYLER, Eaton, Ohio.

Hints for the Elevator Millwright

"Big Bill" Tells How to Mark Tools, Regulate Belts on Pulleys and Repair Points of Pinch Bars

By OLD TIMER

"IT pays to mark every tool you own," said Big Bill Davis, millwright of Marston's "Square Deal" Elevator at Massapoag Lake, "and let me tell you, a steel stamp is not mark enough. I have driven a steel stamp into each and every one of my millwright tools, but when a lot of your tools are loaned out on a job like this, and you start in to gather them up at night, you don't want to have to examine each tool with a microscope to see if your stamp is on it. A tool should be marked so you can tell it is yours without having to turn it over three times to look at it once. The steel stamp is good as far as it goes, but it don't go far enough.

"Yes, my extra millwrights on this job all have tools of their own, and good tools too, but, you know, a strange millwright is always needing some tool which he hasn't got, and, being on the job and fitted out with all the tools required for this work, I have to lend right and left. Also, I have to circulate around among the men every day before quitting time and pick up the tools I have loaned. If I didn't? Well, soon I wouldn't have many tools to pick up. Millwrights are pretty honest people, but tools, you know, have a way of getting misplaced, thrown into a tool-chest or box, and forgotten until carried away to some other job. So, I make it a rule to hunt up all loaned tools before quitting time each day, and that is where the marking of tools plays a big part.

"Tonight, I have to find a rip-saw, a big five-inch 'slick'—looks like a small shovel—and an inch-and-a-quarter framing chisel. That and the 'slick' are odd tools and few millwrights, off a regular job, can be expected to have such tools with them. But, there's the rip-saw, and the 'slick!' You can see them away over there, 100 feet away. The two-inch black letters "O. T." on each tool "throw themselves at you" almost as far as you can see the tools. Yes, and there's the chisel, with one-inch black letters on each side of it."

It is very easy to mark tools in that manner. Simply heat the tool enough to melt some wax, which should be allowed to flow over enough of the tool to prevent any portion from being blacked, save the letters. The coating of wax need not be very thick, a thirty-second of an inch is a plenty. Then scratch the letters required in the coating of wax, which must be very thoroughly removed from every particle of the surface which is to be blackened. If you leave particles of wax anywhere, there will be corresponding white spots show in the black of the letters.

With the letters cut cleanly through the wax, put on a little wax ridge, or "dam" around the place to be blackened, to prevent the acid from reaching other parts of the tool. Next, pour a very little acid into the little dammed up place on the wax, and be sure that the acid reaches every portion of the letters to be marked in. Almost any acid will do the work, sulphuric, nitric, muriatic, but a mixture of about half and half sulphuric and nitric acids, will do the etching the quickest and best.

Experiment with a bit of steel before you try to mark a tool, and you will find out about how long the acid must be left upon the tool, to etch the letters as deeply as required. They need not be cut very deep, and if the acid be left to act for several hours, and if there were enough acid, the tool might be marked too deeply. In fact, it would be only a matter of time until the letters would be cut right through the steel. After etching, wash off the acid thoroughly, in plenty of changes of water. Then, melt off the wax, and there is the marking in letters which are permanent and which soon turn to almost a dead black. Almost any kind of wax may be used for covering the tool. Beeswax with a very little oil and rosin, melted with it, works about the best of any wax, but ordinary paraffin may be used, but with one pre-

caution—do not let the paraffin coating get too cold while you are cutting away the letters, or the wax may scale away and leave the acid underneath, spoiling the job completely. Keep the wax slightly warmed while cutting the letters, and there will be no trouble from its scaling off.

With this method of marking tools, letters can be put upon two or more sides, so that no matter how the tool may be thrown down, one set of letters is always in sight. Wooden tools may likewise be marked in the same way. The acid will burn and blacken the wood where it hits, leaving the other portions normal. Do not leave acid upon the wood very long, for it bites deep, and cannot be washed off of wood as thoroughly as off of metal, so the action on wood continues for a time after the acid has been removed.

* * *

"Talk about belts running to the 'high' side of a pulley," said Big Bill one day. "Here is a 30-inch cast iron pulley which was put in for a head-pulley on a receiving elevator. I ran that pulley a month, wore out a fine new belt in that time, and never was able to make that belt run fair upon the pulley without rubbing here or chafing there, and that head-shaft has been moved, raised, lowered, and twisted forward and back until I was utterly disgusted with the whole elevator. One day I started after that elevator, determined to make the belt track properly, or to 'bust' something! The belt was removed and the pulley carefully callipered while in place on the head-shaft. We did not have any callipers big enough, so I took two steel squares with 18-inch tongues, fastened the squares together with a couple of C-clamps, and callipered the pulley with this tool, adjusting the tongues to barely touch opposite sides of the pulley."

The test was made in the middle of the pulley face, and the diameter as shown by the two squares, was exactly 30 inches. The squares were adjusted by driving one upon the other with gentle taps by it bit of hard wood, until the tongues barely touched the pulley face and at the same time, the blades of the squares were kept fair with each other with considerable exactness. Squares used thus, make a good calliper for objects up to about 36 inches in diameter.

The pulley was then callipered at both edges of its face, and here was found the cause of the trouble. One edge of the face was nearly one-eighth-inch less in diameter than the middle, and this was all right. But the other edge of the pulley was larger even than the middle of the face. The clamps had to be loosened a bit and the squares driven over each other a bit to measure the remaining edge of the pulley face, the diameter of which was found to be nearly one-eighth-inch larger than the middle diameter as stated.

It seems that the trouble was caused by the machinist who originally turned the pulley-face. The first half thereof was turned properly, but then evidently the machinist had failed to set the lathe so it would taper the remaining half of the pulley face in the opposite direction, and had turned right across, with the original taper, resulting in making a cone pulley with a difference of one-quarter-inch diameter in the two edges. The pulley was sent to a machine shop and properly faced. Then there was no more trouble with the elevator belts running wild. Big Bill says that he does not have a mite of use for conical elevator-head pulleys.

* * *

There were a couple of lusty pinch-bars around the elevator, which were used for moving freight cars for a few inches, where it did not pay to start up the power car-puller. The points of these bars had become pretty badly worn and they would not always "bite" readily when thrust under a car wheel. Mr. Davis took these bars to the Smith's forge in his little shop, upset the points a bit, then split each bar open by driving a 'hot-chisel' into the end

about two inches deep, and quite close to what was to be the upper or working edge of the bar.

A couple of worn-out stone drills were forged into wedges about two and a half inches long, as wide as the thickness of the steel bar, and about five-eighths inch thick at the big end of the wedge. One of these wedges was driven into each of the split bar-ends, the soft steel hammered closely around the wedge to hold it firmly, and then a welding heat was taken upon each bar and the bit of steel welded fast into the end, which was then forged to shape, the steel hardened, and its temper 'let down' until a nice straw color showed along the brightened steel. One of the wedges failed to be held in the split end of the bar, so Big Bill drove a punch into the hot steel and the soft steel bar. Then he drove a bit of metal into the punch-hole, headed the metal down a bit and went ahead with the welding. The "headless rivet" thus inserted, held the bit of steel from falling out of place during the heating operation.

On another of these railroad pinch bars, Mr. Davis tried another scheme. He forged the end of the bar to shape, without inserting any steel, then took a nice "yellow" heat upon the business end of the pinch-bar and dipped the heated end into a metal dish in which some yellow prussiate of potash had been placed, after having been hammered into flaky small pieces. The hot steel was rolled around in the potash until some of that chemical had melted and fastened itself to the end of the bar. Big Bill took a lot of care not to breathe the fumes from the potash and repeated the heating and rolling in the chemical several times. Then the end of the bar was quenched in the slack tub, and was found to be very hard, and it wore pretty well until the skin of hardened metal had been completely worn away.

FIND FURTHER FACTS ABOUT FUMIGANT

Since the University of Minnesota was granted a patent for a mixture of chloropicrin and carbon tetrachloride as a fumigant for destroying insects which infest flour mills and elevators, it has been discovered by Dr. R. N. Chapman of the university that just as effective results can be obtained with chloropicrin alone, provided it is distributed by means of a high pressure atomizer.

Repeated experiments in mills of Minneapolis have demonstrated that flour moths and beetles can be kept under control by a single spraying every two weeks. Elevators and machinery used in the making of low grade flour furnish about 90 per cent of the infestation, according to the observations of the university men. Under the hydrocyanic acid gas method buildings to be fumigated have to be made as nearly air tight as possible. Each floor of the mill must be shut off from the others. Fumigation at least once a year and sometimes twice a year has been found necessary to keep insect pests under anything like control. For materials alone the costs of acid gas fumigation are about \$40 in plants of the size of the state's experimental mill in Minneapolis. Costs of material under the chloropicrin method are placed at 50 cents and even less a month.

Not only is there a distinct money saving under the new method but the results are more satisfactory in that the insect pests are kept at the minimum point all the time without the necessity of making expensive preparations for the fumigation and shutting down the plant completely while it is in progress.

Dr. Chapman says:

Chloropicrin is extremely irritating and there is no chance of the operator or others being overcome by it if there is an opportunity to escape. Thus the danger connected with the use of cyanide is done away with. When the gas is properly atomized into tight elevator legs the operator is not inconvenienced and no mask is necessary. In fact it is not necessary to stop other operations in the mill as any leakage of the gas will be readily detected and the men can simply avoid the places when it is strong. The absence of the fire hazard, the effectiveness of chloropicrin in the places where the insects are the worst, and the small expense are all decided advantages in its favor.



TREND OF BUSINESS

In issuing their bulletin of April 6, on "The Trend of Business," the Continental & Commercial Banks of Chicago have analyzed prevailing conditions in a comprehensive way, introducing the subject with the following summarizing of results:

March was a wild month in the New York stock market and Chicago wheat pit. However, the dramatic break in the prices of stocks and wheat futures needs no press agent. It disturbed business sentiment, as usual.

Somehow the opinion still prevails that the action of the stock market infallibly indicates and forecasts business conditions. Regardless of speculative excesses, on either the bull or bear side, this is held to be true.

In contrast to the speculative markets the sober statistics of business registered marked stability. Since the last number of this summary was issued, February 7, business, taking the country as a whole, has been active. Any tendency toward excess has promptly been checked and the prospect is for stability during the second quarter of the year.

CORPORATION EARNINGS

Remington Noiseless Typewriter

Net profit was \$52,404 for the period from February 16, 1924, to December 31, 1924, after taxes and charges.

Pierce Petroleum

Including subsidiaries, for the year ended December 31, 1924, net loss was \$377,470, after interest, depreciation, etc.

Utah Copper

For the year ended December 31, 1924, net income was \$8,185,319 after expenses, Federal tax, etc., but before depletion, equal to \$5.03 a share, par \$10, on \$16,244,900 capital stock, against \$10,472,798 before Federal taxes, or \$6.44 a share, in 1923. After payment of \$6,497,969 in dividends, surplus was \$1,687,359, against \$3,974,838 in the previous year.

Postum Cereal

Net profit was \$1,166,528 after expenses and Federal taxes, for the quarter ended March 31, 1925, equal after preferred dividends to \$2.57 a share on 400,000 shares no par common, against \$1,008,360, or \$2.36 a share in the preceding quarter and \$944,223, or \$2.14 a share in the first quarter of 1924.

Paragon Refining Company

Including subsidiaries, for the year ended December 31, 1924, deficit was \$207,920, after depreciation, depletion and interest. The previous report covered 14 months ended December 31, 1923, and showed a deficit of \$614,572.

Hudson Motor

Net income after depreciation, Federal tax provision and all charges for the quarter ended February 28, 1925, was \$3,826,932, or \$2.90 a share.

Inspiration Consolidated Copper

Net income was \$1,703,592 after Federal tax, depreciation, etc., for 1924, equal to \$1.44 share, par \$20, on \$23,639,340 capital stock against \$2,084,012 or \$1.76 a share in 1923.

CHRYSLER CORPORATION TO BUY MAXWELL MOTORS

Formation of a company to be known as the Chrysler Corporation to take over the properties of the Maxwell Motor Corporation is being considered and will be presented shortly to stockholders of the latter organization for their approval, it was announced by Walter P. Chrysler, chairman of the Board of Directors of the Maxwell Motor Corporation. The acquisition of the Maxwell properties will be effected by an exchange of stock, it

was stated by Mr. Chrysler, upon the following basis: One share of Chrysler Corporation preferred stock for each share of Maxwell A and one share of common for each share of Maxwell B, with a bonus for holders of Maxwell A stock of one share of common for every 10 shares of class A stock converted.

The preferred stock to be issued by the new corporation will be 8 per cent cumulative and will be callable at 115. A sinking fund provides the setting aside of not less than 10 per cent of the amount of dividends paid on the common stock. The common shares will be of no par value.

COPPER COMPANY HAS LARGE INCREASE

Calumet & Heckla is producing at the rate of 85,000,000 pounds of copper a year compared with 54,510,000 in 1924. President Agassaz said at the annual meeting of the company. This is a larger output than for many years, he said.

PITTSBURGH PLATE GLASS OPTIMISTIC

Pittsburgh Plate Glass' president, C. W. Brown, says the demand for glass is excellent and operations of the plant are close to capacity. "We are making satisfactory profit even though prices are somewhat lower than last year," he said.

I. C. MAY ADD SOUTHERN LINES

Unverified reports from New Orleans state that the Illinois Central is considering the acquisition of three and possibly four small roads in the South with the intention of securing a direct connection from Chicago with the Gulf, and broadening its territory eastward and westward in the rich portions of northern Louisiana and central Mississippi.

STUDEBAKER DIVIDENDS NOT TO INCREASE

The Studebaker Company will not increase dividend rate at present, according to a statement by President A. R. Erskine. The company expects to pay off all bank loans by July 1. Collections, he said, totaled \$17,600,000 in March, the best month with two exceptions, against disbursements of \$11,000,000. He believes that production for the second quarter of 1925 will approximate 40,000 cars.

ARMOUR & CO. TO CUT COSTS

Cutting the cost per hundred weight of tonnage handled by 5 per cent as compared with 1924, is the object of Armour & Co., according to announcement by President E. Edson White, who has passed word to every member of the organization to bring the desired result about. On basis of present expenses amounting to about \$120,000,000, budgets have been devised for every department to consolidate efficiency and economy.

BOSTON & MAINE TO MAKE IMPROVEMENTS

The necessity of raising funds to make improvements necessary to handle traffic offered and also improvements which would result in substantial operating economies led the directors of the Boston & Maine to co-operate with the general readjustment committee in their preparation of a plan for the reorganization of the road, President Hustis of the Boston & Maine stated at the annual meeting. Operating results in 1924 showed remarkable improvement over the previous year and even more favorable results are expected this year, he said,

but adequate credit would not be restored by one or two years of favorable results. Besides the \$70,000,000 maturities of the next five years, it was essential the road raise other funds for improvements, he added.

NASH MOTORS ANNOUNCE PROFITS

The Nash Motors Company, it was announced, showed a net profit of \$3,099,293 or \$10.52 a share on the common stock in the three months ended February 28. This compares with \$1,618,476 or \$4.91 a share for the corresponding period of 1924, but despite the large increase, the stock sold off sharply after the announcement.

C. W. Nash, president of the company, stated that sales for the quarter showed an increase of 43 per cent over last year. "Our company," he said, "has been in an oversold condition since January 1 and notwithstanding recent additions to the manufacturing facilities, we are unable to meet the demand. Orders in hand for April are greatly in excess of our possible production and stocks of cars in the hands of dealers are 40 per cent less than a year ago."

DODGE STOCKS OVERSUBSCRIBED

The initial financing in connection with the purchase of Dodge Brothers, Inc., was an overwhelming success, subscriptions to the \$85,000,000 preference stock being estimated between \$400,000,000 and \$500,000,000. Dillon, Read & Co., the bankers in the transaction, state that public interest in the offering was far beyond their most optimistic expectations. They stated that applications were received from all types of investors, ranging from one subscription for \$5,000,000 down to a multitude of applications for one and two shares. The best evidence of the heavy subscription was the action of the stock on the New York Exchange. Trading on a "when-issued" basis started at 103, a high of 103½ being reached and 100¼ being the low for the day.

RECAPITALIZATION PLAN APPROVED

Associated Dry Goods Corporation directors have approved a recapitalization plan changing the authorized 200,000 shares of present \$100 par common to 800,000 shares no par common stock. Four shares of new stock will be issued for one share of the old. Samuel W. Reyburn, president, says he will recommend at the next meeting a \$10 per share dividend rate on the present stock or \$2.50 a share on the new stock. Stockholders will act on the proposal at their annual meeting on May 18.

The directors also appropriated \$1,015,000 par value unissued common stock as now authorized to be offered for subscription at such price and on such terms as shall be fixed by the directors to officers and employees of the corporation and its subsidiaries.

MARKET OPINION

Alfred L. Baker & Co.—The market is still highly professional and we would only buy selected stocks on soft spots. The French situation may for a time have a depressing effect upon securities although it is generally believed that recent developments have been pretty well discounted.

Scott, Burrows & Christie.—We would advise the purchase of stocks on recessions.

Thomson & McKinnon.—Regardless of business developments, it is usually safe to proceed on the theory that when a market does not respond to bearish news, there are influences beneath the market sufficiently powerful to dominate.

James E. Bennett & Co.—We would buy the good motors, oils and coppers on all setbacks. Suggest covering short commitments.

Paine, Webber & Co.—We do not look for any immediate change in the present level but expect the next sustained movement to be upward.

Stein, Alstrin & Co.—We look for an irregular trading market, in which certain stocks will continue to show special strength.

NEWS LETTERS

LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

THINGS have been rather quiet over the month with the elevator and larger grain houses, as the weak markets have resulted in very light buying, on a hand to mouth basis. There has been a good deal of mixed car shipping, including seed oats, seed corn, etc., but the retail trade, as well as large consumers have been buying only short time requirements on the descending market. Over the past few days of improved markets, buying has been a trifle better than it was.

Wheat millers have been letting grain stocks run lighter, with the result that there isn't much wheat on storage with public or outside elevator plants, private storage of the wheat mills being sufficient for most of the wheat now being carried, although some of the millers believe that prices are due to start up shortly.

The Kentucky Public Elevator Company reported the smallest holdings in many months, with 154,000 bushels of grain on storage, including 94,000 of corn; 42,000 wheat and 18,000 oats. Daily handlings are 10 to 12 cars, and smaller, and shipments include a good many cars of mixed stock, especially sacked seed oats and feed oats. Considering the fact that this plant has a capacity of around 650,000 bushels, it merely indicates how small its present holdings are. New wheat will not start moving until mid July.

Ed Scheer, of the Bingham Hewett Grain Company, remarked that things were a trifle better than they were before the market strengthened, but that volume continued unsatisfactory as a whole. There has been a fair demand for white milling corn, which appears to be getting the call on meal production for all uses. There has been some little business on feed as well as seed oats and just a little inquiry on Soft Red milling wheat.

Henry Freuchtenicht, local elevator operator and hay and grain dealer, remarked that dairy business had been better, and that millfeed had been moving very well over the month. Mr. Freuchtenicht remarked that good weather and roads had resulted in larger movement of hay to market and low prices. Wheat and oat straw have been very sluggish, but race track demand for rye straw has been good, as there are a lot of horses quartered at Louisville waiting for the opening of spring racing season in May, and such horses are bedded in rye straw exclusively.

Hay prices show No. 1 baled Timothy, car lots, selling at \$18 a ton; No. 2, \$16@16.50; light mixed, \$17; No. 1, mixed, \$16; No. 2, \$15; Clover, No. 1, \$17; No. 2, \$16; Western Alfalfa, \$23@24; Indian Alfalfa, \$18@19; wheat and oat straw, \$10@11; rye straw, \$14.

Oats are quoted at 51 cents for No. 2 White, and 49 cents on No. 3, while White corn, No. 2, is \$1.18 and No. 3, \$1.15. Yellow corn, No. 2, is \$1.15; and No. 3, \$1.12. Mixed corn is selling at two cents a bushel under these prices.

Present quotations in Louisville on wheat show a buying price of \$1.75 at 1.77 offered by mills for No. 2 Red wheat. Short patent flour is quoted at \$9.75 a barrel; long patent, \$8.75 and cut offs, \$7.75. Bran is offered at \$32 at \$34 a ton; mixed feed, \$35 and \$36 and middlings, \$36 at \$38. Mills have not been willing to accept much feed business, as running time is indefinite, and production can't be gauged.

It is contended here that the option wheat market is taking the price of cash wheat into greater consideration, and well it might. Wheat supplies in the central states are getting very low. A local concern recently sent out a questionnaire to 600 farmers, country mills, grain men, etc., in southern Indiana, Illinois and Ohio, and found only 350,000 bushels of wheat held in the sections and available, and this would be taken up on short order by mills in the district, if there was any active flour buying. It is re-

ported that Ohio which had about 38,000,000 bushels of wheat last year is not anticipating much over 20,000,000 this year.

Louisville flour mills have been running three to four days a week over most of the depressed price period of the past few weeks, and have not been buying much wheat. Orders have been slightly better on immediate shipment and contract basis since wheat started advancing. However, the Ballard & Ballard Company, reported that new business was hardly over 5,000 barrels a day, but that shipping on old contracts had been slightly better.

With a better wheat acreage in Kentucky this year and good growing conditions over the winter and spring, the crop is looking very good it is said, as wheat, winter oats and grass wintered well. From March 18, until April 9, it was very dry, but good general rains fell on April 9, and farmers will be able to go right ahead with work which was being delayed. Much corn acreage is in prospect.

Of the many, many big fine horses formerly used in the Louisville fire department the last four are being held temporarily for pulling service wagons about, but all engines, reels, ladder companies, etc., were motorized, the last company being motorized during the month. There are not very many horses owned by the city, other than a few in the sewer department, and the once fine feed and grain contracts are hardly big enough now to go to any trouble in getting.

B. M. Renick, miller of Paris, Ky., and formerly secretary of the Kentucky Millers Association, has recently sold the Paris Mill, on Stoner's Fork, at a reported price of \$100,000, to S. H. Kash, salesman for the company for some years; W. W. Quicksall, contractor of Lexington; and James Drake, banker of Campton, Ky. In 1897 Mr. Renick, his father, W. H. Renick, and brothers, J. S. and Abram Renick, secured the property from the Paris Milling Company. W. H. Renick died a few years later, and in 1917 B. M. Renick became sole owner, buying out his brothers.

William Augustus Smith, 87 years of age, for many years store manager for the Schneider Feed Company, Louisville, who retired some years ago, recently died at the home of his daughter, Mrs. R. P. Sohan, Louisville.

William Henry Hodgkin, 48 years old, member of the firm of Martin & Hodgkin, feed and grain merchants at Winchester, Ky., recently died at his home of pneumonia, after a short illness. A widow, two sons and a daughter survive.

MINNEAPOLIS

EDWIN O. WELDE CORRESPONDENT

UTMOST care in the selection of seed corn is one of the most important problems facing northwest farmers this spring, although it is considered likely that there is an ample supply for the district, says the business review of the Northwestern National Bank. Minute study of seed is imperative, in view of the generally small yield and poor quality of the 1924 crop. There has been a falling off in grain receipts at country elevators, very naturally, and at the city terminals.

Minnesota farmers plan to plant 341,000 more acres of Spring wheat this year than the yearly average of the last five years or 9 per cent more than last year. In Minnesota, farmers have signified they will increase the Durum wheat acreage 21 per cent over last year, the oats acreage 2 per cent, barley 16 per cent and tame hay 4 per cent, and to decrease corn 4 per cent, flax 3 per cent and potatoes 9 per cent.

Harry Shepherdson of the Quinn-Shepherdson Company, and T. G. Winters of the Winters-Truesdell-Adams Company, both of Minneapolis, are now on a pleasure trip around the world, which will include a cruise through the Mediterranean Sea.

A. E. Jacobson, aged 64, and head of the Jacobson Grinder Company of Minneapolis, died recently as a result of double pneumonia. He had been a designer

of feed mill machinery for 20 years, and was the inventor of the Jacobson Feed Grinder. The firm will continue as the Jacobson Machine Works.

L. S. Gregory of the Gregory-Jennison Company, Minneapolis, is now on an extended trip through Europe. It is his intention to visit the principal battlefields of the World War before he returns.

Edwin H. Mathews, formerly in charge of the elevators of the Great Western Elevator Company, died at his home in Minneapolis recently.

The Gopher Feed & Grain Company, a new concern in Minneapolis, has opened up offices at 318 Flour Exchange Building. George S. Riegger and E. F. Wendt are the owners.

The Albert Dickinson Company, are having plans made for the construction of a seven-story warehouse and 43 steel tanks to replace their plant at Elm Street and 24th Avenue SE, which was destroyed by a spectacular fire last fall. The total cost will be around \$500,000.

The grain elevator at Sleepy Eye, Minn., owned by Edward F. Berkner, which was destroyed by fire recently, is being rebuilt. The cost is \$30,000.

Contracts have been let for the remodeling of many elevators in the Northwest. Among them may be mentioned those of the Foley Milling Company of Foley, Minn.; Occident Elevator Company, Joliet, Mont.; Forbes Equity Elevator Company, Forbes, N. D.; and Farmers Elevator Company, Alice, N. D.

KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE grain business here during the last month has been very erratic, price changes occurring almost hourly—downward, for the most. Wheat prices have gone to as low as 65 cents below the high point of a few weeks ago. Purchases of wheat by the local mills are said to have been very slow until the last few days, the recent increase in mill sales having been accredited by several in the trade to the fact that stocks have been fairly low for some time and the recent break has enabled the mills to replenish their stocks to a certain degree with reasonable safety. A few breaks in corn have also been experienced. Export business has been rather light for several weeks, with a slight increase in wheat exports being in evidence since the first of April. One rather large sale of choice white corn was reported closed by a local firm for export from New Orleans. Export of wheat flour is reported by the Southwestern Millers' League, to be holding fairly steady despite radical fluctuations in wheat. There is quite a little comment to the effect that conditions will soon settle to normalcy, with the advent of the new crop and with the more positive estimate of the volume to be produced this year. Several investigators have lately reported crop conditions in Kansas and Nebraska to be much better than they were thought to be a month or so ago. Recent heavy rains are credited with materially benefiting wheat in the southwest territory, although the rains were at first thought to have arrived too late for any benefit to anything but corn. During the last week in March, local flour mills are said to have produced 94,000 barrels, or 63 per cent of capacity, which is 5 per cent below a 10-year average and 3 per cent above the same period last year.

It is reported that the hours of the grain market of the local Board of Trade are to be changed on April 26, after which they will be 8:30 a. m. to 12:15 p. m., excepting Saturdays when the market will open at 8:30 and will close at 11:00 a. m.

During the last week in March it was reported here that fumigation bin tests of the results obtained from the use of a chemical said to be sponsored by the Department of Agriculture as a means of killing wheat weevil in the bins were found successful by those making the tests. The chemical is said to have been applied to a star shaped bin containing 5,500 bushels of grain at the rate of 40 pounds to each thousand

bushels of grain, and was allowed to remain in the bin undisturbed for a period of 48 hours. Then the grain was drawn out of the bin through the bottom and frequent tests made, so that a comprehensive knowledge of results might be gained. It is reported that not a single live weevil was found in the bin after the test, although the grain had been heavily infested with weevil, previous to the injection of the chemical fumigant, which is said to leave no residual odor after use. The chemical is sprayed over the top of the grain in the bin and allowed time to permeate the whole contents.

This was said to be the first time the chemical had ever been tested in bins although it has been used in box cars in the East for some time. The cost of the chemical is reputed to be slightly more than that of the carbon bi-sulphide, which is very explosive.

The recent report to the effect that Secretary Jardine of the Department of Agriculture, has ordered an investigation of all boards of trade, has apparently caused the Kansas City Board of Trade little concern. H. C. Gamage, president, is credited with saying, "We welcome any investigation relative to recent fluctuations of the wheat market. We have been constantly under the surveillance of the grain futures administration, which maintains an office here. We send this office daily reports of all futures transactions on the local exchange."

This spring has shown considerable activity here in the increasing of grain elevator storage capacities. It is said that additions and improvements under way and projected will add something like 5,000,000 bushels to the present capacity. Activity in this direction is greater than in any year in several previous ones.

The Chicago, Burlington & Quincy now has construction under way on the 1,000,000-bushel addition to the Murray Elevator, operated by Norris Grain Company. According to Fred C. Hoose, vice-president of the grain company, the addition to the elevator will be completed about September 1, bringing the total capacity of the structure up to about 2,600,000 bushels. There are to be 36 concrete tanks and 25 interspaces, and additional switching facilities will also be added. Construction is being done by the Burrell Engineering & Construction Company of Chicago.

The Santa Fe is making improvements upon its elevator "A" at Turner, Kan., which are expected to cost about \$2,000,000 and will increase the elevator's capacity by 500,000 bushels. Electric power and switch tracking facilities are said to have been increased proportionally. The elevator is said to be the largest in Kansas City and the second largest in the United States. It is operated by the Grain Marketing Company of Kansas City.

The addition to the elevator of the Kansas Flour Mills Company is expected to be finished before the next crop moves, it is said. A 500,000-bushel house is being added to the present capacity of 500,000 bushels. It is located in North Kansas City, Mo.

Elevator No. 3 of the Washburn-Crosby Company, which was begun early in March, is well under way and is expected to be completed in September. This addition, which will enlarge the capacity of the plant here to about 2,275,000 bushels, is to cost approximately \$400,000, including building and equipment and its individual capacity is to be 1,100,000 bushels. It will be 100 feet high and will consist of 21 reinforced concrete circular tanks, 25 feet in diameter, and interspaces. The daily flour capacity of the plant here is about 3,500 barrels.

Another mill, producing poultry and dairy feed, has recently been completed and put into operation at a cost of about \$125,000 by the Staley Milling Company in North Kansas City, Mo. Elevator capacity is about 40,000 bushels.

Several other companies have lately announced that they are considering additions which will range in respective capacity from 200,000 bushels to as much as 2,000,000 bushels. The final announcements of such plans will no doubt be made as soon as details have been definitely decided upon.

Announcement was made early last month to the effect that the Kansas City Macaroni & Importing Company will immediately build an addition to their plant, to cost about \$140,000, which will make their plant the largest macaroni factory in the United States. It is to cover an entire block when completed and production will be increased to 400 barrels per day, it is said.

Sigmund Steeg of Hamburg, Germany, visited in Kansas City on March 28, when he was the guest of George W. Hoyland, president of the Hoyland Flour Mills Company of which Mr. Steeg is the Hamburg representative. Mr. Hoyland gave a banquet in honor of Mr. Steeg at the Hotel Muehlebach which was attended by 21 millers. Mr. Steeg is said to have talked upon grain conditions in Europe.

W. G. Bied, president of and receiver for the Chicago & Alton Railroad, was in Kansas City, April 4, when he met in conference a number of representatives of Kansas grain interests. It was the reputed purpose of the gathering to consider plans for a large C. & A. Elevator to be built here. Mr. Bied is said to have expressed the desire that, if built, the

elevator may be ready for this year's crop, but no definite announcements on the project have yet been made public.

The local Board of Trade recently received the affidavit giving the details of the demise of E. J. Gissler, secretary of the Moffitt-Napier Grain Company of St. Louis, Mo., and a member of the Kansas City Board of Trade. Mr. Gissler, who had been a member of the local board for several years, died very suddenly on March 4, after a severe operation. The cause of his illness and subsequent death is not known here. He is survived by his widow, Myrtle C. Gissler. Mr. Gissler's end came in St. John's Hospital, St. Louis. There are no heirs.

W. B. Dalton and F. M. Fink took charge of the local office of the Kansas state grain inspection department April 1. Mr. Dalton, whose home is in St. George, Kan., is the newly appointed chief inspector here and Mr. Fink, the new assistant chief, is from Salina, Kan. Both are said to have had many years' experience in grain inspection, having served before in a different administration. J. J. Wilson of Moran, Kan., is the retiring chief grain inspector.

DENVER

T. V. KIRK CORRESPONDENT

THERE has been very little doing in the grain business in this territory during the past month and not much relief can be seen in the near future. The total receipts of grain as reported by the Denver Grain Exchange for the month of March were 519 cars and the total shipments 246 cars, which represents the lowest number of cars handled in many months. The mills report practically no orders coming in and many in this section are closed down



O. M. KELLOGG

while a few of them are still running a few days a week on eleven hour shifts, but this is only spasmodic and it is thought within a few days they will also close down. The situation seems to be one of waiting and many of the millers find it more economical to close than to maintain a large overhead with nothing coming in. The feed situation is a little improved, that is, the southwest states are buying in small quantities but there appears to be enough mill feeds in stock to take care of the demand at present.

At the annual stockholders' meeting of The Denver Grain Exchange Association, held March 9, O. M. Kellogg of the O. M. Kellogg Grain Company, was elected president for the ensuing year. Mr. Kellogg is a familiar figure in the grain trade and is widely known in Nebraska and Colorado among the producers, elevator operators and mills. Born in Iowa, Mr. Kellogg later settled in western Nebraska at Stratton in the year of 1890 and he has seen that section of the country develop from a prairie wilderness to one of the best grain producing areas in the United States and he has had the privilege to take part in its phenomenal growth.

In the year 1898 Mr. Kellogg entered into the grain business at the age of 21 with his uncle and formed what was then known as The Kellogg Grain Company. For seven years this firm prospered, at the end of which time Mr. Kellogg purchased his uncle's interest and founded the O. M. Kellogg Grain Company with headquarters at Stratton, Neb. Mr. Kellogg comes by his grain activities and keenness natur-

ally as his family for three generations before him were engaged in the buying and selling of grain, and it was the success of his forefathers that directed his efforts along the same line.

In the year 1917 Mr. Kellogg decided to move his headquarters to Denver from which point he has been directing operations of his 11 elevators located on the main line and high line of the C. B. & Q. Railroad in Nebraska and Colorado. His firm has established a reputation for square dealing among the producers as well as with the buyers, and he is one of the best known men in central and western Nebraska and eastern Colorado.

Robert Quest of the F. C. Ayres Mercantile Company was elected first vice-president; H. D. Williams of the Farmers Flour Mills at Berthoud was elected second vice-president; F. R. Houlton of the Houlton Grain Company at Denver was elected treasurer; and C. B. Rader, secretary and traffic commissioner.

The year just closed has been the most successful in the history of the Denver Grain Exchange due to the fact that Denver is becoming more and more recognized as a natural western market for grain produced in western Nebraska and eastern Colorado, also the freight rate structures have been rearranged favorably which permits a free movement of grain westbound on a competitive basis. A 14 per cent increase in the receipts of grain has been noted in the past year over the previous year with a 4 per cent increase in outbound movement, which indicates a healthy growth of the Denver market.

A recent report from northern Colorado shows a very dry condition with not much prospect of water for irrigation purposes unless the spring snows will be heavy enough to afford sufficient moisture for the irrigation ditches. In the vicinity of Denver during the last week a fairly good rainfall was noted but this did not extend to any extent into the production area. Reports reach us from California which indicate that the southern part of the state will not have a barley crop this year but that conditions in the central part of the state are somewhat better than last year.

One of the millers from Denver recently returned from a trip through Texas, Oklahoma, New Mexico and Kansas and reports a very arid condition especially Texas and southern Oklahoma. It was stated that the ground is cracked open over large areas with no prospects of moisture and further that no rain has fallen in the panhandle of Texas for many months.

J. K. Mullen, president of the Colorado Milling & Elevator Company, recently lost his wife, Mrs. Mullen's funeral was held Thursday, March 26, from the Immaculate Conception Cathedral at Denver and all of the grain firms and Exchange, as well as the mills throughout the territory, closed out of respect for Mr. Mullen's loss. The funeral was one of the largest ever held in Denver and the poor and needy institutions of the city have lost a warm and generous friend in the death of Mrs. Mullen.

C. E. Williams of the Crescent Flour Mills, Denver, is making an extended tour visiting the flour and milling interests of the West, taking in Kansas City, St. Louis, Chicago and intermediate territory.

PHILADELPHIA

WM. A. LOCKYER CORRESPONDENT

WITH the reopening of navigation in the St. Lawrence in the near future, local flour and grain interests are taking steps to have much of the overseas grain trade that has been handled through the Port of Philadelphia during the past few months retained for this city. Committees of the Commercial Exchange have already held several conferences with railroad interests and the matter is to be threshed out this month in New York before the Trunk Line Committee. Heretofore, Philadelphia has enjoyed little grain business while the port of Montreal has been open. Not only are rail rates said to be in favor of Montreal, but elevator charges are such as to preclude any great amount of outside competition. In short, Montreal has had a monopoly on the export business while other ports have languished. It is to gain some of this business therefore that local interests are bestirring themselves, and the manner in which shipments have been handled this winter is expected to be a strong point in their favor. All consignments through Philadelphia have gone forward, promptly.

During the first three months of this year there were 133,827 barrels of flour exported through Philadelphia as against 104,118 for the same period of 1924. Exports of wheat for the three months aggregated 12,835,806 bushels as against 8,604,961 bushels for the 1924 period; shipments of oats totaled 204,801 bushels

as against 49,893 bushels; rye, 464,233 bushels as against 19,286 bushels, and barley, 116,468 bushels as against 44,372 bushels.

The receipts here for the three months, according to statistics of the Commercial Exchange, are reported as follows: Flour, 727,077 barrels; wheat, 12,969,559 bushels; corn, 323,671 bushels; oats, 770,016 bushels; rye, 490,110 bushels; barley, 119,747 bushels. Flour and grain stocks held in Philadelphia public warehouses on April 1 included 162,675 barrels of flour; 2,265,750 bushels of wheat, 225,196 bushels of corn; 220,115 bushels of oats; 161,577 bushels of rye.

Walter T. Roach, chairman of the Philadelphia Committee on Uniform Grain Engagement Notes, has advised the trade that it has again become necessary to postpone the date the Grain Engagement Notes will become effective until on and after September 1, next, owing to the negotiations now under way with the committee representing the North Atlantic Export Grain Association and the Steamship Grain Engagement Note Committee.

During the month of March there were unloaded at the Girard Point Elevator of the Pennsylvania Railroad 1,706 carloads of grain, the bulk of which, 1,527 cars, was wheat. The remainder was made up as follows: Rye, 113 cars; corn, 17 cars; oats, 49 cars.

H. Dewitt Irwin, vice-president of Barnes, Irwin & Co., grain exporters, addressed members of the Atlantic States Shippers Advisory Board at their quarterly meeting held here this month when further steps were taken on the part of this organization to co-operate with the railroads in the settlement of differences without carrying them to the Interstate Commerce Commission at Washington or the various state public service commissions. Clyde B. Aitchison, chairman of the Interstate Commerce Commission was another speaker and he lauded the efforts of the shippers in getting together with the railroads in endeavoring to improve transportation conditions. A Contact Committee, consisting of railroad officials, was appointed "to act as the intermediate channel through which all problems arising in the board or its committees may receive proper attention by the railroads as a whole and to arrange for the appointment of such committees representing the carriers from time to time as may be necessary to carry out these purposes."

The Committee is headed by T. C. Powell, vice-president, Erie Railroad; R. B. White, general manager, Baltimore & Ohio Railroad; G. Metzman, assistant to the president, New York Central Lines; Nat Duke, traffic manager, Delaware, Lackawanna & Western Railroad; C. A. Blood, traffic manager, Lehigh Valley Railroad; J. E. Roberts, superintendent of Transportation, Delaware & Hudson Railroad; J. W. Roberts, general superintendent of transportation, Pennsylvania Railroad, and A. T. Owen, superintendent of transportation, Reading Company.

Harvey C. Miller, president of the Philadelphia Tidewater Terminal and well known in the grain trade; Hubert J. Horan, president of the Commercial Exchange; Daniel J. Murphy, a director of the same organization, and Emil P. Albrecht, president of the Philadelphia Bourse, have been named as members of the Shipping Committee which is to assist in the international exposition to be held here next year in commemoration of the one hundred and fiftieth anniversary of the Signing of the Declaration of Independence.

The United States Shipping Board and Wright, Dickman & Pugh, steamship operators, have recently removed their local offices to the Bourse Building so as to be in closer contact with the city's grain and maritime interests.

E. S. Gregg, chief of the Transportation Division of the Bureau of Foreign and Domestic Commerce at Washington, and H. V. Smith, special representative of the Department of Commerce at London, recently conferred with influential factors in the local flour and grain trade, among the latter being Hubert J. Horan, president of the Exchange; H. Dewitt Irwin, grain exporter; C. Herbert Bell, president of the Quaker City Milling Company; J. W. Craig, president of the Atlantic Seaboard Flour Mills; Robert Morris, chairman of the Grain Committee; Alfred J. Ball, foreign freight agent of the Pennsylvania Railroad; Charles Lyon Chandler, of the Corn Exchange National Bank; Charles I. Rini, Parker Commission Company; Samuel McKnight, flour and grain broker; George M. Richardson, of the Philadelphia Tidewater Terminal; James L. King, grain and feed, and B. Hoff Knight, manager of the Ocean Traffic Bureau.

Among recent out of town visitors on the floor of the Commercial Exchange in the Bourse were L. G. Groff, Minneapolis; George Butcher, Long Beach, Calif.; J. Frank Webb, Smyrna, Del.; A. S. Turner, Chestertown, Md.; W. E. Nolan, Malvern, Pa.; H. Smalley, Bridgeton, N. J.; Charles Rodgers, Centre Bridge, Pa.; Stauffer Hiestand, Litz, Pa.; R. N. Yerkes, Oxford, Pa.; George H. Cormack, Minneapolis; Elmer Ellis, Indiana, Pa.; L. C. Newsome, Pittsburgh,

Pa.; Stanley R. Miller, Norfolk, Va.; A. H. Dillon, Leavenworth, Kan.; E. J. Behler, Buffalo, N. Y.; W. P. Fisher, Seattle, Wash.; T. F. Frickey, Montreal, Can.; S. V. P. Quackenbush, Scranton, Pa.; M. Luther, Minneapolis; R. M. Marquhart, of New York; O. W. Randolph and C. E. Bryant, of Toledo, Ohio, and R. B. Bingham, Milleville, N. J.

L. G. Graff, former president of the Commercial Exchange, who has been spending the last few months in South America, has returned to this city. Others who have been vacationing during the winter months and have recently returned include G. P. Lemont, who has been at Pinehurst, N. C., and Ellis McMullin, who has been at Miami, Fla.

CINCINNATI

HARRY A. KENNY CORRESPONDENT

BUSINESS in the local grain and hay market suffered a set back in March, but at the beginning of April business took on a more encouraging aspect, following the bullish Government crop report. Receipts of both grain and hay fell off miserably in March, which was largely responsible for the loss of 107 cars of grain and hay for the first quarter of this year, as compared with the same period in 1924. While 328 cars more of hay were received here than for the same period a year ago, together with slight increases in receipts of oats and feeds, the losses in wheat, corn and other grains were sufficient to offset the gains. Oats displayed surprising strength throughout the month with retailers and shipping interests reporting good sales. In view of the fact that receipts were small, elevator stocks were drawn on heavily. In the wheat market the milling demand was scarce and in good demand. More business was transacted in the Cincinnati hay plug track than in any preceding month this year.

The first definite step toward constructing a new building for the Cincinnati Grain & Hay Exchange was taken at a meeting last month when members of the Exchange appointed a Committee on Quarters following a proposal by Frank L. Watkins, president, that the Exchange build its own home. The Exchange now leases quarters at Third and Walnut Streets. The proposal which was made at the annual meeting of the Exchange was approved and A. M. Braun, F. B. Edmunds, George A. Dieterle, E. H. Helle, Trimble McCullough, Charles W. Schmidt and E. B. Terrill were appointed a Committee on Quarters. In an address following the dinner, which marked the seventh anniversary of the Exchange as a separate institution, Mr. Watkins outlined its growth. "Our organization has gone forward as have its individual members since that memorable Monday, April 1, 1918, when we took leave of the Chamber of Commerce and began our career as an independent institution," he said. Continuing his remarks, Mr. Watkins said:

"While I have no desire to express indignation over the unfortunate atmosphere which had been created at the time, nevertheless it is my conviction that reference to the complete reversal of the promised dire result will come to you as a sooth at this time.

"Never can it be said and defended or sustained by any one that civic pride—pride in our community—was lacking in us. Were we not the ones who voted away our birthright so that the whole community should have opportunity to participate in the large commercial and civic moves which were promised? Had we held to the old idea of a strictly commercial institution we would still be in possession of what we had builded. However, having given, we were submerged and our interests, and our sacrifice, were forgotten. We do not begrudge it now, but we have learned our lesson. We have learned that we must function strictly as a commercial organization; that it is not possible to combine a purely civic organization with the commercial. This has been found to be true all over the country, the most recent exhibit of this taking place in Boston. However, we must not overlook our civic duties. There are a number of splendid organizations in Cincinnati, such as the Chamber of Commerce, the Business Men's Club, and others, devoting their funds and energies to civic betterment, and our members, as individuals, should as I know some are, associate themselves with such activities. Our community needs everybody's help.

"And now, on this, our seventh anniversary, we can see that we have again builded. Our balance sheets tell the story better than any one can. We have liquid assets of over \$41,000 and no debts! This we have to show after seven years, during which period more than \$25,000 were spent to rehabilitate ourselves. This item of \$25,000 represents expenditures for furniture and equipment, costing in the neighborhood of \$8,000, now carried on our books at a depreciated value of \$3,100, and other innumerable expenses, (all of an unnecessary nature in the light of the circumstances), including moving and other experimental expenses.

"Now that we have 'come through' to this commendable status we must begin to turn our thoughts to again assuming our rightful position in the community. While we, as an organization, have supported city, state and nation through taxation channels to a large degree, which items are included in the \$25,000, we should become owners of property—we should have our own home—our surplus forms a nucleus for this ambition to materialize. It should be our aim and firm purpose to bring this about, and I feel sure that we can. While the lease on our quarters does not expire until November 1, 1927, we must bear in mind that a matter of two and one-half years is but little time in which to lay our plans and to bring them to fruition. Therefore, I strongly recommend that on this occasion you authorize and instruct the appointment of a Committee on Quarters. A few years ago we failed to take advantage of certain opportunities, largely because of uncertain conditions. After our organization we could do no more than hope to reach the point where we could consider the home ownership idea, since conditions then were precarious because of the war having revolutionized our line of endeavor. On the heels of these changes came that much discussed change in our fundamental law of the land, necessitating the exploration of new fields. We are again taking our place in the sun as a grain and hay market, as you know from the statistical reviews which have been coming to you from time to time, until last year witnessed an increase in the grain business of approximately 2 per cent over Cincinnati's 1907 record, and within 8 per cent of the hay business record of that year. None of us can look into the future, but if the past few years may be taken as an indication, we must believe that we are well on the way to a larger market in both commodities than Cincinnati was ever able to boast of."

Contracts have been let by the J. Charles McCullough Seed Company for a building at Third Street and Eggleston Avenue. The structure will be eight stories high, 90 by 300 feet and will be erected at a cost of \$600,000. The new building will take the place of the structure now occupied by the company at Fifth and Lock Streets. The building will be of steel, concrete and brick construction. The plant will be equipped with the most up-to-date machinery for cleaning and handling grains and seeds. All of the activities of the firm which now maintains several warehouses in the bottom section of the city, will be housed in the new building, except the salesroom which will be maintained at 288 East Fourth Street.

The Alpha Seed & Grain Company, Xenia, Ohio, has brought suit for \$32,000 against the Dayton Power & Light Company as result of destruction by fire of an elevator in Xenia. Lightning struck a wire, which, the petition says, carried 32,000 volts and set fire to the building during a thunderstorm.

The Executive Committee of the Cincinnati Grain and Hay Exchange has arranged with the Bureau of Standards of the United States Department of Commerce to have all of the track scales under the supervision of the Weighing Department tested. J. A. Hallan, weighmaster, has been in communication with George L. Burgess, Director of the United States Bureau of Standards, who has informed him that there is no cost connected with the service excepting local switching charges that may be assessed by the railroads for moving the equipment. The testing of track scales by the Bureau of Standards will be in addition to the regular test made by the railroads.

The Early & Daniel Company, receivers and shippers of grain and hay, with offices in the Carew Building and branches at Covington and Erlanger, Ky., and Aurora, Ind., has purchased the 100,000-bushel capacity grain elevator of the Clifton Springs Distilling Company, situated in Northside, a suburb of this city, on the right-of-way of the Baltimore & Ohio Railroad. The grain company paid \$20,000 for the elevator which is of wooden construction and which has not been utilized since the world war.

Within the next few months Cincinnati will have a public grain elevator, with a capacity of approximately 1,000,000 bushels, operated under the Federal Warehouse Act. The elevator will be built by the Early & Daniel Company, receivers and shippers of grain and hay, adjoining its 400,000-bushel capacity elevator at Hopple Street and the C. H. & D. Railroad crossing in Fairmount. The project will cost \$200,000 to \$250,000 and will be one of the most modern grain elevators in the United States. It will include 30 bins, each 112 feet high and 27 feet in diameter. The general contract for construction has been awarded to the R. C. Stone Engineering Company, St. Louis, while Bacon & Tislow, engineers of Indianapolis, Ind., will supervise its construction. The present elevator of the Early & Daniel Company in Fairmount was purchased by the company in March 1923, from the Fairmount Grain Elevator Company, which then was controlled by Julius Freiberg and the late Murray Elselder. The elevator figured in the amalgamation of the Fairmount Grain Elevator Company and the A. C. Gale Grain Company with the Early &

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Daniel Company. The transaction involved \$500,000. The additional storage space which the Early & Daniel Company will obtain through the erection of the new elevator will put that company and the Cincinnati grain trade as a whole in a better position to compete with the Eastern grain trade in the export business. The company is the largest receiver and shipper of hay and grain in the Ohio Valley and extensively manufactures special feeds.

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE grain receipts at Milwaukee are still light as compared with a year ago. Losses are still being registered in many lines. The erratic and unexpected changes in the receipts are noteworthy when the March figures of 1925 are compared with those of a year ago.

Wheat does not loom up as one of the important grains at this market, but nevertheless some very nice grains have been registered in this department of receipts, with over 400,000 bushels for March this year as compared with approximately 150,000 bushels for the corresponding month a year ago. The supply of wheat is considerably more than doubled.

The supply of corn at Milwaukee for the past

a referendum. However, the grain men of the city are able to have a little daylight plan of their own by chiming in with the daylight saving rules of Chicago.

The net loss in receipts at the Milwaukee market for the past month was almost 1,300,000 bushels. The receipts for March 1925 were approximately 3,329,000 bushels as compared with a supply of 4,606,000 bushels for the corresponding month a year ago. The short supply of oats and corn is in large measure responsible for the poor showing in receipts for the past month.

Milwaukee grain men declare that they expect grain offerings will be light for the next 30 days or more as reports indicate that the farmers are rushed in the fields and there is neither time nor inclination for the marketing of grain. Local dealers point out that the receipts at the local market for the crop year as a whole have been running ahead of the previous year despite the loss shown in supply in various months.

Milwaukee's exciting Board of Trade elections seem to be a matter of the past. Only one office was contested at the annual election and that was for a relatively minor office. Herbert H. Ladish and James T. Mallon were the two candidates for an unexpired term of one year on the Board of Arbitration. All the other officers were chosen without contest or opposition.

The officers as chosen are A. R. Templeton, president; Hugo Stolley, vice president; W. A. Hottensen, second vice president; and H. A. Plumb, secretary and treasurer. All of these were re-elected to serve one year terms.

The directors chosen were L. R. Fyfe and E. La Budde, both re-elected. P. P. Donahue was elected by default. All of these men will serve three year terms.

A. S. Terry and E. C. Christl hold the two uncontested places on the Board of Arbitration.

The three selected to serve the two year terms on the board of appeals were J. J. Crandall, A. R. Taylor and J. V. Lauer.

Mr. Templeton has given such satisfaction as president that the sentiment was apparently overwhelming that he should hold that office for another year.

The April rate of interest has been set by the Finance Committee of the Milwaukee Chamber of Commerce at 6 per cent. This is the same old rate which prevailed for several months, indicating a steady, stable money market.

William J. Fitzgerald, vessel agent at Milwaukee, says this will be an active season for shipping on the Great Lakes. Seventeen freighters are lying at the docks in Milwaukee. They are all being overhauled, repainted and reconditioned for the shipping season which opens in a few days.

The freighter *William A. Reiss* loaded recently with 250,000 bushels of grain, mostly rye and corn for Goderich, Ont. This boat is almost ready to leave.

Liberal stores of grain at Milwaukee, as a result of the winter's accumulation assure heavy lake traffic in grain at least for a time after the opening of navigation. At the opening of the month of April the storage was approximately 425,000 bushels of wheat, about 1,475,000 bushels of corn, 1,550,000 bushels of oats, 120,000 bushels of barley and more than 570,000 bushels of rye. Besides there were afloat some 149,000 bushels of corn and 101,000 bushels of rye.

In corn and oats alone, the storage is more than 3,000,000 bushels. With wheat and rye totalling another 1,000,000 bushels, the total grain holdings are well in excess of 4,000,000 bushels. A large number of ship loads will be made up from this grain when the movement finally begins.

The Milwaukee Chamber of Commerce was compelled to put another blackboard telegrapher marker to keep up with the grain quotations, during the recent rush in trading in the market. The flood of quotations from the Chicago pit was overwhelming Mark Farley, the operator, so that he had to have help.

A new feed manufacturing plant has been put into operation by the Ladish-Stoppenbach Company in building erected originally to house the Parry Products Company on National Avenue. This plant, which will have a capacity of between 10 and 15 carloads a day, will replace the mill of the company which was burned at Jefferson Junction last year, according to President Herman Ladish.

"Wisconsin dairymen are strong for the home grown feeds," said Mr. Ladish in commenting on the livestock feed business. "At one time our country elevators throughout the state used to buy up grains to be made into feedstuffs. Now we buy very little grain in southern Wisconsin. Our elevators serve as distributing centers for our feeds."

The mill is modern in every respect and the warehouse has storage capacity of about 1,500 tons. The property is located on joint tracks of the Chicago, Milwaukee and St. Paul and the Chicago and Northwest-

ern Railroads, giving the best of facilities according to Mr. Ladish.

The Ladish Company as well as the Ladish-Stoppenbach Company has been removed from 105 Wells St., to the mill.

The establishment of the new Cereal Grade of oats has caused considerable dissatisfaction among the grain men at Milwaukee. Several concerns operating here who objected to this grade most strenuously have made protest by petition to the Department of Agriculture at Washington. The argument of the local grain men is that the Cereal Grade of oats is unnecessary and that this complication in grading might be done away without damage to any one.

Among the recent elections to membership in the Milwaukee Chamber of Commerce is that of Arthur M. Kuehn.

A member of the Board of Arbitration of the Milwaukee Chamber of Commerce, James P. Hessburg, has resigned because of his removal from Milwaukee to Minneapolis. Mr. Hessburg will be associated with the Hiawatha Grain Company during the his stay in Minneapolis. The vacancy created in the arbitration board was filled at the annual election of the Milwaukee Chamber.

J. L. Bowlus, the popular manager of the Transportation Department of the Milwaukee Chamber of Commerce, will continue in that office for another year by action of the Board of Directors. The board voted



HUGO STOLLEY
Vice-President Milwaukee Chamber of Commerce

to keep up this department and then promptly voted to keep Mr. Bowlus at the head of it.

Edward Orth, secretary of Philip Orth & Co., dealers in flour and bakery supplies, died at the age of 30 years. Mr. Orth was well known in the grain and milling trades. He served as second lieutenant in the quartermaster's department at Camp Custer for two years during the World War and was also a member of the American Legion.

Mr. Orth is survived by his wife and one child of four years.

William F. Arden of the Milwaukee Western Company has been elected president of the Milwaukee Rivers and Harbors Association at the annual meeting of the organization held at the Milwaukee Athletic Club.

Other officers chosen by the association for the year were Charles L. Dunlop of the Goodrich Transit Company to be vice president and Elmer C. Striebel secretary-treasurer.

More than 50 members of the association were present at the meeting at which the proposed city ordinance affecting the construction of river docks was taken up. This will be introduced in the city common council in the latter part of April, 1925.

The report of the chief weigher of the Milwaukee Chamber of Commerce shows that the size of cars of grain is increasing, but the movement is now on a very slow basis and applies only in spots. The 1924 average of inbound grain showed loading of 1,400 bushels of wheat, which was the same as the year before. The corn record was also the same for the



A. R. TEMPLETON
Re-elected President Milwaukee Chamber of Commerce

month, on the other hand, was exceedingly light. The supply of the past month was approximately 1,300,000 bushels as compared with a supply of almost 2,500,000 bushels for the corresponding month a year ago. These figures indicate that the corn supply was practically cut in half. This is in line with the small amount of corn being marketed at the other principal primary markets of the country.

The oats marketing is also very light with only a little over 700,000 bushels received at Milwaukee for the past month as compared with a figure well over 1,100,000 bushels for the corresponding month a year ago. The loss in this department is in excess of 400,000 bushels.

Barley, like wheat, is one of the bright spots in the grain receipts at Milwaukee for the past month. The supply was over 800,000 bushels as compared with a little less than 700,000 bushels received for the corresponding month a year ago. The barley supply gained more than 100,000 bushels.

Rye receipts at Milwaukee for the past month also registered a loss with 67,000 bushels as against approximately 144,000 bushels received for the corresponding month a year ago. The rye supply was more than cut in half.

It is anticipated that the Milwaukee Chamber of Commerce will follow the same daylight saving schedules as in Chicago. This rule has been followed in past year with very satisfactory results and similar satisfaction is expected with continuation of this policy. Milwaukee as a city does not have daylight saving hours, it having been condemned by voters at

two years—1,480 bushels. The oats loading, however, gained 50 bushels and stood at 2,250 bushels per car load in 1924 as compared with 2,200 bushels on the average for 1923.

Barley loading also made a gain of 20 bushels to the car on the average with 1,620 bushels in 1924 and 1,600 bushels in 1923. The rye loading was the same for the two years—1,415 bushels per car. The flax loading was also the same for the two years—1,430 bushels per car.

The outbound loading showed a gain of 50 bushels per car in corn loading and a gain of 40 bushels per car in the loading of barley. Other grains were unchanged in comparing 1924 and 1923 loading records.

The Board of Directors of the Milwaukee Chamber is seriously considering doing away with the membership certificates which have been used. The Committee on Rules was asked by the Board of Directors to go into the subject with care and the committee reported back after investigation that the certificates did not serve any particular good purpose and that since they were subject to some abuse, they might just as well be discontinued.

The Board of Directors decided that the Rules Committee should submit an amendment to the rules to eliminate all reference to membership certificates. This matter is now under consideration and such a report will be turned over to the Board of Directors shortly.

DULUTH

S. J. SCHULTE - - CORRESPONDENT

WITH approximately 32,500,000 bushels of all grains in Duluth and Superior elevators as on April 10, available storage space in the houses was limited around the opening of the navigation season. Apart from about 2,000,000 bushels space left in the Consolidated Elevator Company's houses, space was at a premium in most of the other elevators. Officials of the elevator companies complained of the slow eastern inquiry and the limited volume of boat space chartered so far for the movement of grain down the lakes. Moving wheat from the Head of the Lakes to Buffalo was reported to have been booked at 2½ cents a bushel, as compared with 3½ cents at the opening of navigation last year. A spurt in inquiry for oats developed recently as result of the sharp break in their quotations. Recent sales from prompt shipments aggregated 1,300,000 bushels, including 500,000 bushels reported by the Capitol Elevator Company. Boat space for Buffalo delivery was chartered at 2 cents a bushel.

Transfer of the Duluth Board of Trade membership of B. E. Baker to William D. Jones, connected with the Hallett & Carey Company, as trustee, was the only business change on this market during the last month. Mr. Baker has retired from the market after an experience of over 25 years, and his business is being wound up.

Grain men on this market who had been holidaying at winter resorts, have nearly all returned and are now buckling down at business again. The list included Charles F. Haley of A. D. Thomson & Co., and Ward Ames of the Barnes-Ames Company, who were at Miami, Fla.; Charles T. Mears and H. S. Newell who were at Sarasota, Fla., and George Barnum, Sr., who spent several weeks at southern California points.

His friends in the grain trade on this market gave Ralph McCarthy of McCarthy Bros. & Co. a warm send-off on the occasion of his recent marriage. Mr. McCarthy and his bride are away upon an extended European trip during which they will visit points in Italy, France, England and Ireland.

F. C. Tenney, formerly manager of the Tenney Company on this market, but now president and treasurer of the Clifton Manufacturing Company at Boston, Mass., was a recent visitor on this market. Mr. Tenney still retains his interest in the grain house, and he expressed the hope that he would be back in the market here next fall.

The Occident Elevator Company will figure largely in shipments of Spring wheat and Durum wheat to Buffalo at the opening of navigation. Its shipments will go forward largely to the Russell-Miller Milling Company, its milling connection. The Barnum Grain Company has also been in the market for boat space to cover shipments of Spring wheat and Durum to eastern millers for whom purchases have been made during the last few weeks. All the elevators here will participate to some extent in the initial movement of grain to the East at the opening of navigation, and space will thus be made to move in grain held at interior elevators over the Northwest. With that movement cleaned up, it is figured that the run of grain from the country to the terminals here will be light, as information received by dealers from corre-

spondents over Minnesota, North Dakota and Montana has been to the effect that remaining farmers' holdings of Spring wheat and Durum will not aggregate more than 10 per cent of their last season's crops. In that connection however, H. F. Salyards of Ely Salyards & Co., pointed out that the movement of grain from country points had exceeded all expectations of elevator and commission houses during the fall and early winter months. The high prices offered for grain, he said, had brought more grain to interior elevators in some districts than had been thought possible by experts.

Duluth elevator and commission men are feeling hopeful regarding the outlook for the new crop season. From advices received by them they are confident that the acreage seeded to Durum over Northwest this spring will show a substantial gain over last year, and they are sanguine that the aggregate acreage seeded to all grains will be the largest in several years as a result of encouragement afforded producers through the good returns from their last season's crops. The general view held by operators on this market is that prices will be at a level next fall that will leave a fair margin of profit to producers.

Parker M. Paine, member of Logan & Bryan, Chicago, who was a recent visitor on the market here, expressed the opinion that grain prices are now down to a level where they represent actual values. In his view false values have been squeezed out as a result of the sharp declines in prices during the last few weeks and world supply and demand conditions would appear to warrant the belief that prices should be stabilized at around their present levels. He drew attention to the point that grain growers over the country were afforded the opportunity to dispose of their 1925 crops at high prices during the January market boom and that millions of dollars were put into their pockets as a result of their marketings at record breaking figures when the boom was on.

Members of the Duluth Board of Trade were well represented at the annual meeting of the North Dakota Grain Dealers Association, held at Bismarck, N. D. They returned convinced that much good had been accomplished at the gathering through discussions of problems that have confronted the trade during the last few seasons. Stress was laid upon the attention given to methods in vogue by some of the dealers and elevators at receiving points. Some of these methods have become primitive leading to confusion and serious losses of incomes at times. Grain men here believe that with the general adoption of more modern methods to meet the changing conditions in the grain handling trade all handlers, including producers, will benefit.

A greater disposition to make protein tests of Spring and Durum wheat samples has been noted lately by officials of the Minnesota state inspection department here. That has been brought about through the high premiums that have been paid by millers for Spring wheat running high in protein. Buyers have been governed to a great extent by the districts from which the cars have been received, experience having shown that wheat farm sections run much higher in protein than others.

Traders on this market enjoyed the cigars at the expense of George Barnum, Jr., on the occasion of the arrival of George Barnum III at his home. The succession to the grain business of that house is thus assured. George Barnum, Sr., is still in harness in the trade at 76 years of age, and he takes a lively interest in finding solutions of problems as they arise. He pointed out that he has never speculated during his long experience in the trade, confining himself closely to a commission basis. "I have seen scores of the crowd that were in the habit of taking flyers blow up and go out of business in my time," he said.

Earl M. White, of the White Grain Company, commented upon a better trade in feeds and coarse grains having developed recently from dairying interests over the territory as a result of the lower level of prices that have been set. Feeders, he asserted, had been compelled to buy feeds as sparingly as possible on account of their costs.

While stocks of around 12,500,000 bushels of oats in Duluth and Superior elevators represent large losses to some investors on the way down from their high points of accumulation up to 58 cents a bushel last December, the elevator interests are not concerned as they are receiving regular storage charges. They noted that expert inquiry had picked up for oats at its present lower price level and they look for a gradual righting of supply and demand conditions with the probability of a reduction in the acreage seeded to oats this season.

Dealers here were not thrown into a panic over the investigation into marketing operations ordered by the Secretary of Agriculture at Washington as a result of the heavy price declines. Operators on this market claimed to have been pursuing a conservative course for several weeks back as they considered that prices

of all grains had reached a dangerous level at the beginning of the year. They had consequently been advising their clients to take profits on the long side and to go slow as regards getting into the market again. Said James Graves of the Capitol Elevator Company, "I had thought all along that the crowd who persistently stayed long on grain at anywhere near the high points set, were sitting over a powder magazine that might blow up at any time."

Specialists in the rye trade on this market were reported to have largely cleaned up before the heavy breaks in its market developed. A substantial quantity of rye was sold by dealers here for export, and it was shipped east before the close of navigation. Advices were that stocks held at Buffalo and Baltimore had been cleaned up. The Cargill Commission Company and the Barnes-Ames Company here were credited with having been largely interested in that trade. It is admitted that some holders in rye were badly hit during the recession from a top of \$1.76 to \$1.08. As a rule, however, dealers in rye on this market picked up some tidy profits. Dealers are looking forward to a good trade in the rye market again next fall, their advices being to the effect that a larger acreage will be seeded to that grain this spring.

Options taken several weeks ago upon sites at Superior for two proposed grain elevators have not as yet been exercised. There was asserted, however, to be every probability of one of the proposals being carried through. The rebuilding of another elevator owned by a railroad company was also reported to be under consideration.

ST. LOUIS

J. O. MORRISSEY - - CORRESPONDENT

CASH wheat sales have been draggy in this market for sometime owing to the very small business that flour mills have been doing and to light operations on old contracts. Flour buyers have been holding off all through the large declines in wheat and up to the present time they have not been sufficiently restored to confidence to purchase in any quantity. Another feature has been that the grades of the wheat which have been received has been very low and of an undesirable kind. The good choice No. 2 Red wheat is always a ready sale, but there is not sufficient of it being received to make a good market. The break in the options naturally had a demoralizing effect on the cash market and premiums dropped from high levels to about nine cents over the May option but at present they have been doing some better and today they will figure about 25 cents over the May. It is generally conceded that there is not much good Soft wheat left in the country. Good Red wheat that was stored in St. Louis has gone bad in large quantities owing to the high moisture content. This is no doubt true of the surrounding country as there is a great amount of unsound Soft wheat flour reaching this market. In two days there were reported four out of six cars inspected as unsound. Flour millers look for a better business from southern trade in the near future which will help the Red wheat market. The Hard wheat millers have not much to look forward to as long as Minneapolis continues to undersell them in the eastern markets. The Minneapolis May option which is usually over both Kansas City and Chicago, this week showed 10 cents under Chicago, May and 3½ cents under Kansas City May. Naturally the Minneapolis mills with favorable rates to the East have been able to undersell local mills by a considerable margin.

This last week cash corn has done a whole lot better than in many weeks with a very good demand from a wide territory and prices advancing steadily. The receipts of corn have been good and one encouraging feature has been the constant improvement in the quality of the corn received. Prior to the last two weeks the corn which has been coming in has been very high in moisture and in other ways far from desirable. The present receipts are much drier and in better condition. It is generally conceded that the elevator stocks are not too heavy here and that local elevators have sold some good sound lots of corn during the last week. Manufacturers have been taking good quantities of the better cash corn which is offered. Both the options and the cash market have been advancing this week and the May option has shown a net gain of about 29 cents to 30 cents per bushel.

On account of the local cash oats market being too high in price the past week or so the local shipping interests have not been very active and the sales that have been made were mostly all to local dealers and elevators and the shipping business has been going to markets that are asking more favorable figures. The premiums on cash oats have widened and the No. 3 White is now selling at five cents to six

cents over the Chicago May. Sample grade oats are selling at present at one cent to two cents over the Chicago May which figures about three cents to four cents under the No. 3 White. Receipts of oats in this market have been moderate with small amounts of real good oats most of the arrivals being No. 4 and samples grade. Arrivals of No. 2 have been practically nil. One noticeable feature of the oats trade locally is that the country the past few days has shown a disposition to sell oats to arrive at very close to the spot figure.

The millfeed market for two weeks or more lay dormant with but a scattering of sales and the offerings light. The last week though has seen a revival of interest and there have been some very good sales worked out of this market. The demand has come from a wide territory and dealers and feeders have taken fair quantities. The offerings have not increased owing to the very light operations of mills and this along with the demand has caused prices to work up to higher levels and to hold their gain nicely. There have been reports to local handlers of some good large lots being worked to Texas and the Pacific Coast out of the Southwest.

The largest tow of wheat ever shipped via barge down the Mississippi River to New Orleans for export left here last week. The tow, which was shipped by Hall Baker Grain Company, consisted of six barges carrying a total of 436,000 bushels of wheat.

Powell & O'Rourke Grain Company has contracts let for additional tanks at the Brooklyn Street Elevator with a capacity of 300,000 bushels. This will give the company, who handle very large quantities of corn for export, a total capacity of about 440,000 bushels.

Henry Albrecht, of the Eberle Albrecht Flour Company, local flour exporters, has returned from a three months' business trip to Cuba. The conditions in the interior of the Island according to Mr. Albrecht are not the best owing to the low price of sugar and the tight money situation. He also reports much less use of Canadian flour in Cuba this year than a year ago owing to the high price of the Canadian products.

The annual baseball game between the pit men and the cash grain men of the Merchant's Exchange will be played on April 15. The pit men advise that since the recent break in prices they will not require any training for the game.

The Merchant's Exchange was closed all day Good Friday.

A printed sign bearing the words "No Money Here" hung on the safe in the office of the Luehrmann Hay & Grain Company, St. Louis, each night but failed to stop robbers from ransacking it and securing about \$20 cash.

George Sackman of J. H. Ashbrook & Co., Mattoon, Ill., visited friends on the Exchange last week.

The seed and warehouse of the D. I. Bushnell Seed Company was completely destroyed by fire with a loss amounting to over \$150,000.

L. Busch Faust of the Chesterfield (Mo.) Farmers Elevator Company, is an applicant for membership in the Merchants' Exchange of St. Louis.

W. C. Miller, local grain operator, has returned from a vacation in Florida.

C. O. Lamy of the J. H. Teasdale Commission Company, large grain handlers, has returned from a vacation in Florida.

Julius Cohn, president of the National Feed Company, St. Louis, has returned from a trip through the Panama Canal. He was accompanied by Mrs. Cohn.

E. J. Houser, manager of the Olney Milling Company, Olney, Ill., reports that the spring season is early in this section. Mr. Houser says that most of the oats are already in the ground and plowing for corn is in progress. He reports the wheat condition as fine.

The United States Department of Agriculture has called a meeting of St. Louis hay dealers and shippers for April 15 for the purpose of discussing Federal grades for Alfalfa and wild hay. There will be exhibits of types of Alfalfa and wild hay and St. Louis handlers have been requested to submit samples of the various types received here in order to illustrate the quality and texture.

Grover Jones has acquired the interest of Phil Herr in the Knollenberg Milling Company at Quincy, Ill. Mr. Jones has been with the company for more than 12 years. The founder of the company in 1876 is F. W. Knollenberg who still owns some stock but who has been inactive for some years. The Knollenberg Milling Company, in addition to their flour milling business, operates a number of elevators in Mis-

souri and Illinois and has an extensive cash grain business out of Quincy.

J. M. Chilton, St. Louis manager of the Hall Baker Grain Company, has returned from a trip to New Orleans in the interest of the company. Hall Baker have been very large shippers of wheat out of St. Louis to New Orleans on this crop.

BUFFALO

ELMER M. HILL

CORRESPONDENT

ALTHOUGH stocks of grain at the upper lake ports are enormous, shippers have not lined up many vessels for early cargoes. Bids of 3 cents for the first trip to Buffalo are not bringing out much tonnage but it is expected that boat owners will fall in line at this rate before long. Some chartering for opening shipment has been done early this month in the Lake Superior grain trade but only a limited number of boats to arrive have been placed. All the freighters that wintered at the Canadian Head of the Lakes have been placed to take grain on the first trip while several vessels have been placed to take grain at Duluth and Superior. Chartering, however, is not as active as usual at this period of the year.

Several small boats have been placed to load at Duluth for Milwaukee at 3½ cents and some carriers have been lined up for Duluth to Georgian Bay ports at 2½ cents. Some figuring was done early in the month for boats to load at Duluth or Fort William for Chicago at 3½ cents or 3 cents to Buffalo for the first 10 days of the season. The buying movement has continued very light at the lower end of the route. Boats that were holding winter storage cargoes at Buffalo have been unloaded or are being worked out as rapidly as possible. There is still some grain afloat at Erie, Pa., so that elevators at Lake Erie ports will be in good condition to handle new cargoes as soon as navigation opens. There has been a little movement of boats on the lakes but many of the channels are still choked with ice and it will not be until late in April or early in May before the season really gets under way.

The Eastern Grain, Mill & Elevator Corporation of Buffalo, owners of the Concrete-Central Elevators, the largest in the port, took over the title last month to the storage elevator of the Electric Grain Elevator Company, which was acquired some time ago. Leon R. Lavigne is superintendent of the newest property of the Eastern company in addition to his duties as superintendent of the Mutual Elevator.

Negotiations are reported in Buffalo grain circles to be pending for the sale of the Monarch Elevator at the foot of Erie Street, by the Wheeler Estate to the George J. Meyer Malt & Grain Corporation of 1314



MONARCH ELEVATOR, REPORTED SOLD

Niagara Street. The Monarch is a concrete elevator erected 15 years ago with a storage capacity of 400,000 bushels. The price involved in the deal is reported to be between \$400,000 and \$500,000.

Grain stocks at the Canadian Head of the Lakes are increasing steadily and only a limited amount of storage space is left in elevators at Fort William and Port Arthur. Although stocks at the two Canadian ports are not as heavy as they were at this time last year, the rail movement has been very light during the winter months and if boats get a late start, stocks will register a considerable increase this month. On the first day of April, elevators at Duluth and

Superior at the American Head of the Lakes had 32,042,015 bushels in store. Boats in the harbor were holding 1,009,005 bushels of wheat and 1,382,788 bushels of rye, making a total of 34,433,803 bushels stored at the two ports. Stocks at the twin ports on the same date last year were 22,454,375 bushels.

Indictments against executives of six grain elevators at the Port of Buffalo who are alleged to be parties to a conspiracy to freeze out the smaller operators by cutting rates and accepting rebates are being sought before the Federal Grand Jury. It was reported at the office of the United States attorney for the western district of New York. The grain men are suspected of violations of the Elkins Act. Several grain men have attended conferences with the district attorney and the entire situation has been thoroughly investigated. It is charged certain large operators are making a determined effort to wipe out their smaller competitors. In their so-called grain war, they have, it is charged, been cutting rates and giving rebates to Duluth, Chicago and Fort William trade in order to swing the business away from smaller operators.

Announcement is made by Ansley Wilcox representing the Rumsey Estate of Buffalo that a plot of land on the Buffalo River covering about six acres opposite the foot of Hamburg Street has been sold to the Benjamin F. Schwartz Company, of New York City which plans the erection of a modern concrete grain storage elevator on the property this summer. Details of the proposed structure have not yet been announced but it is reported the Benjamin F. Schwartz Company, is getting bids on the construction of an elevator of more than 1,000,000 bushels' storage capacity. The site is on the south side of the Buffalo River with a frontage of 1,000 feet along the river and 1,000 feet in Childs Street. The City Council of Buffalo has approved a plan which provides for cutting off a point of land at the site of the proposed elevator and deepening the channel to 23 feet which would enable the largest lake grain carriers to reach the proposed elevator with greater ease.

Directors of the Exchange Elevator Company have not made any definite plans for rebuilding the old structure which was destroyed by fire last September. At present the business of the company is being handled by other waterfront elevators.

Four more boats of the Buffalo-Montreal grain fleet of the Eastern Steamship Company, Ltd., a subsidiary of the Eastern Grain, Mill & Elevator Corporation of Buffalo, have been launched within the last month by their builders in England. The new ships will be brought to Buffalo this summer and placed on the Montreal route as grain carriers. Edwin T. Douglas, president of the Douglas Agency Corporation of Buffalo, attended the launching of the steamship *John B. Richards* at Napier's shipyards in Old Killpatrick-on-Clyde, Scotland. Other steamers of the fleet recently launched are the *Norman B. Macpherson*, the *Judge Kenefick* and the *John A. Holloway*, the latter two being built at Earle's yards at Hull, England.

The American Linseed Company, a subsidiary of the Standard Oil Company, reports the sale of the Great Eastern Elevator in the Buffalo harbor to Levi S. Chapman of Syracuse, who has become president of the Great Eastern Elevator Corporation which will operate the structure. This is the deal which was rumored in this column by the writer last month. The Great Eastern Elevator Corporation has signed a contract with the linseed company to purchase the linseed mill property adjoining the elevator site to the south for \$375,000 within five years. Last January, Chapman acquired the Dakota Elevator from the Buffalo Forwarding Company of which Edward Michael was president, for \$2,000,000. The Dakota Elevator now controlled by the Dakota Elevator Properties, Inc., adjoins the Great Eastern Elevator and gives the purchaser a half mile of waterfront in the canal, river and inner harbor covering 10 acres. The total capacity of the two elevators is 3,700,000 bushels and the purchase represents an investment of \$4,625,000. It is reported the Chapman interests plans the erection of a new 2,000,000-bushel storage elevator, but details have not yet been announced. The Great Eastern Elevator Corporation and the Dakota Properties have floated a total bond issue of \$2,250,000 through A. B. Leach Company, Inc., and the Marine Trust Company of Buffalo early this month absorbed a mortgage of \$1,250,000 on the Great Eastern property.

The Washburn-Crosby Milling Company, Inc., of Buffalo announces plans for the construction of a new grain storage unit of 1,200,000 bushels' capacity which will bring the company's total grain storage capacity in Buffalo up to the 5,000,000-bushel mark. The new elevator will be of modern concrete construction. The contract for its erection has been awarded to the Folwell-Ahlskog Company of Chicago.

T. W. Kennedy, general manager of the Grain Handling Corporation of Buffalo, has announced the following foremen and timekeepers for the Buffalo terminal elevators for the 1925 season: Division No. 1,

Timothy Harmon, general foreman; John Griffin, James Quinn, James Keefe, George Gridlestone, Thomas Naughton, Florence Driscoll, foremen; Dennis Carey, timekeeper. Division No. 2, Thomas Goggin, general foreman; Jerry Regan, William O'Connor, Joseph Livingstone, Michael Murphy, John Duell, John Clouden, foremen; William Mack, timekeeper. Division No. 3, Thomas Hempstock, general foreman; Thomas Barrett, James McNerny, Andrew Herring, Dennis Daley, Daniel Cavanaugh, Edward Clancy, foremen; Patrick Sheehan, timekeeper.

In its public offering of first mortgage 20-year 6½ per cent sinking fund gold bonds of the Greater Eastern Elevator Property, Inc., operating the Great Eastern Elevator totalling \$1,250,000, Frank S. Elder, who has had charge of the elevator for many years, says that at the prevailing rates in the port of Buffalo, a gross revenue of 2 cents a bushel should be earned and he says this is approximately the gross revenue per bushel earned in handling commercial grain at the Great Eastern for the last eight years, during a greater part of which time the rates for elevating and storage were lower than now. On this basis, annual earnings from only 15,000,000 bushels are estimated to be \$300,000 with operating expenses and taxes of \$60,000, leaving net earnings available for interest, Federal taxes and reserves of \$240,000 annually. The elevator, however, is capable of handling 30,000,000 bushels annually which would double the figures given in the offering to investors.

The Marine Elevator Company of Buffalo, early this month announced a public offering of a new issue of \$900,000 first mortgage 7 per cent serial gold bonds at par \$100 with the Buffalo Trust Company as trustee. The entire proceeds from the sale of these bonds together with about \$370,000 additional funds received from the sale of common stock which has all been underwritten, will be used to finance the cost of a modern steel and concrete elevator with rapid unloading and loading facilities. The announcement of the new elevator was made by the writer in this column some months ago. The Marine Elevator Company is directed by Harold L. Abell as president. The company was established in Buffalo in 1881. It now operates an elevator of 650,000 bushels' capacity which handled last year over 9,000,000 bushels of grain and turned away considerably more because of limited dockage and storage facilities. The new elevator will have a storage capacity of 2,000,000 bushels and is expected to be equipped and ready for operations about November 1, in time to participate in the fall grain movement down the lakes to Buffalo. It is estimated by the bankers that the net earnings after all charges including depreciation will average not less than \$200,000 annually and it is believed the company will be able to handle at least 30,000,000 bushels, annually with its enlarged facilities.

TOLEDO

S. M. BENDER CORRESPONDENT

THE past month has been one of hectic price fluctuations, varying demand, and small movement of grains. Soft wheat has regained its premium and more. Local mills have been almost entirely out of the market because of large stocks they have been carrying. Flour trade has been slow and buyers disinclined to purchase with grain markets so drastic in their price changes. Stocks of flour are far from large but the hand-to-mouth policy that has been prevailing for some time seems to fill bakers and jobbers needs. Millfeeds have been the leader for mills here with an advance in prices and an excellent buying power. Coming at a time when the flour trade is small makes it difficult for mills to keep up with their feed orders. One or two mills have been oversold at times and wondered how they could keep the trade supplied. Corn and oat feeds have not been so popular, though corn prices have induced some buyers to take advantage of the cheap feeds. Farmers are reported to be holding some wheat for higher prices and will not let it go under \$2. Present bids have brought out only very small amounts from the country. Mills being out of the wheat market have not helped conditions locally. Outside milling demand has shown more activity recently and may prove beneficial to wheat prices. The bullish Government report this week is considered timely as it will check the too bearish sentiment which has gained considerable ground. Cash corn and oats have been bringing good prices and buyers have taken the higher grades at fair premiums. Prepared feed and other buyers are in the market almost daily. Hay has been weak all month and lost ground because of the poor trade. Dealers say they do not expect any revival in business unless we have a short crop of hay this season. The southern demand which has usually been good most of the winter failed to appear this year.

The seed market has been full of surprises for

dealers and investors. Clover seed was expected to hold well above \$19 but the trade has been slow and plenty of Clover offered so the price trend has been downward. Alsike was not considered worthy of attention from bulls, but under its own steam made a sharp advance. Foreign Clover has been stopped through exhaustion of stocks over there. The country was heavy buyers of Clover this year where money was plentiful, but where times were hard the farmers turned to other legumes. Seed shipments have reduced stocks here so that the total remaining is not enough to worry about. October Clover has been getting good support on the declines and is thought worth the money due to the possibilities of damage during the hot months. Investors will turn to October in greater strength if any Clover producing section shows severe damage. Timothy has been up and down and no one seems to know whether it is good property or not. Cash trade has been more than fair considering the large supplies of Timothy everywhere. The price has advanced and dealers are hoping to clean up some of the large supplies now on hand.

Reports of the new crop of Winter wheat are far from encouraging. Southern Ohio and Indiana have quite a number of poor fields that need rain badly to save them. Some fields are beyond help according to farmers in the territory and they are abandoning or sowing them with oats. Spring wheat is being put in where it has been found adaptable. Oats seeding is finished in many localities and rains are hoped for to give them the proper start.

A message from Leipsic, Ohio, recently said: "After a trip through central and western counties, reports show a large share of the wheat acreage already abandoned and do not think the state will make half as much as last year. It has been the driest spring in years but promises a large corn and oats acreage."

If Jess Young of Southworth & Co. had his way, the spring styles for men would be coatless. Jess believes in the dignity of the shirtsleeve brigade and makes no bones about it.

The grain elevator and large storehouse owned by J. P. Easton of Monroeville, Ohio, burned March 18, with a loss estimated at \$100,000 which was partially covered by insurance. Phil Horn who was formerly in business at that point has been managing the plant. The fire started in the grain dryer and spread rapidly burning several cars of grain and flour on track before they could be moved. A lumber yard nearby owned by Schneider Bros. was also destroyed.

John H. Taylor, treasurer of the Northwestern Elevator & Mill Company, has returned from a trip abroad with his mother. They were gone about six weeks and visited many interesting European countries.

Toledo will be hosts to the Ohio Grain Dealers at their annual meeting which will be held in the New Richardson Building in the new Chamber of Commerce Club rooms on June, 23-24. From the rumors going around this will be one of the best meetings ever held and members will do well to spare two days from their daily grind to attend.

Paul M. Barnes, of the Toledo Grain & Milling Company, radio fan extraordinary, now has an air message sending station located in his home which is in operation daily. Paul has been installing sets for members of the exchange and found they were enthusiasts also.

C. F. Barnhouse of Upper Sandusky, Ohio, who was a grain dealer at that station for many years, died during the month.

The winter grain cargoes have nearly all been unloaded and shipped to interior points. The harbor is ready to receive its summer load of big freighters which bring grain and ore from northern points and carry back coal.

The intended crop acreage for Ohio as reported by State Statistician C. J. West will be somewhat larger this year. If permitted by the weather farmers of Ohio plan to increase their corn acreage by 4 per cent and their oats acreage by 7 or 8 per cent. In arranging for a larger corn acreage farmers are in part attempting to make up for the corn acres they did not get to plant last year because of a very wet spring. But little increase is noted in the hay acreage in either Ohio or other states except in the South. This increase in the South is considered especially significant to Ohio hay producers because the South is a big market for Ohio's surplus. With a 4 per cent increase in the sown acreage of wheat in this state all depends on the extent of winter killing whether there will be an increase in wheat acreage harvested.

M. C. Matthews, Cessna Township farmer, one of Hardin County's leading agriculturists, won the state championship in the baking and milling test with his entry of Gladden wheat in the seventeenth annual Ohio Corn and Grain Show at Columbus, Ohio. Ac-

cording to the awards made public recently Matthews entry won with a score of 996 in a field of 10 competitive entries.

Kent Keilholtz, of Southworth & Co., Charles Kieser of the Kasco Mills, and Jay Gifford of the Oakland Coal Company, and their wives were the guests of Louis Chase, president of the United Mills Corporation, at his home in Grafton, Ohio, recently.

Grain inspections for the past month were 83 cars of wheat, 333 cars of corn, 116 cars of oats and 5 cars of rye. Total, 537 cars.

Seed receipts for last month were 2,859 bags of Clover, 326 bags of Alsike, and 1,328 bags of Timothy. Shipments were 5,582 bags of Clover, 2,211 bags of Alsike and 2,885 bags of Timothy.

Bill Cummings, of J. F. Zahm & Co., and his wife, recently returned from a trip through the Southern States motoring all the way without a puncture. Doesn't that sound like Bill?

Charles Keilholtz, of Southworth & Co., celebrated his thirty-third birthday last month and was presented with a handsome 10 cent sparkler and a bit of spring poetry by fellow members of the office. Luckily he missed the whaling usually given those who let their birthdays find them out. Perhaps it is lucky for those who would have tackled the task also as Charley is a regular member of the Y. M. C. A.

Arthur A. Cunningham of the Sneath-Cunningham Company, grain dealers of Tiffin, Ohio, was a visitor on the Exchange floor during the month.

Fred Jaeger and Joe Streicher of J. F. Zahm & Co., are starting their spring training for indoor sports by walking as far as possible to get to work in the morning.

BALTIMORE

HARRY L. BECKNER - CORRESPONDENT

A GREAT deal of satisfaction has been expressed in Baltimore grain trade circles as the result of the ruling of the United States Supreme Court March 14 upholding the decision of the United States District Court at Baltimore in the cases brought against Hammond, Snyder & Co., grain receivers and forwarders, 319 Chamber of Commerce; the Baltimore Grain Company, 304 Chamber of Commerce, and Harry C. Jones & Co., Inc., grain and hay receivers and exporters, 507 Chamber of Commerce.

The Supreme Court upheld the ruling of Judge John C. Rose, in the lower court, that the Federal Trade Commission has no power or authority to compel the three grain companies to produce papers and books for the investigation the commission was directed to make by the United States Senate to obtain information desired in shaping legislation to aid grain growers.

The embargo declared by the Baltimore & Ohio Railroad Company, the Pennsylvania Railroad Company and the Western Maryland Railroad Company at the close of 1924 and beginning of 1925 against grain shipments from the West was lifted by these transportation companies at the beginning of the first week in April. For several weeks before the ban was lifted, shipments of grain was allowed on permits until conditions reached the stage where the embargo could be lifted entirely. The elevator facilities of the three railroads are now such that all grain shipments can be taken care of.

Charles P. Blackburn of C. P. Blackburn & Co., grain receivers and exporters, 315 Chamber of Commerce, is visiting cities on the West Coast and will return by steamship through the Panama Canal. Mr. Blackburn is accompanied by Mrs. Blackburn and expects to be away about two weeks.

G. Stewart Henderson, traffic manager of the Baltimore Chamber of Commerce, represented the Baltimore grain interests at a conference in New York, April 14, among members of the Trunk Line Association in connection with the proposed revision of the export ex-Lake granaries.

The bulk of the 6,000,000 bushels of rye which was sent to Baltimore last December for storage purposes has been sold by Dennis & Co., grain dealers, 300 Chamber of Commerce, as agents, to the Russian Government and is expected to be shipped from this port by the end of April.

Reserves of corn and wheat from last year's crops held on Maryland farms, March 1, were slightly less than reserve supplies of the same products a year ago, according to a recent bulletin issued by John S.

Dennee, statistician at Baltimore for the United States Department of Agriculture. Hay reserves, according to the bulletin, are slightly greater than last year.

Two full cargoes of Canadian flour was shipped from this port during the month of March for the Russian Government. Several cargoes of wheat also have been shipped from Baltimore to Russia since the first of the year.

Ferdinand A. Meyer of the Baltimore Grain Company, 304 Chamber of Commerce, is spending 10 days in Atlantic City, N. J.

P. P. Donahue of Milwaukee, was a visitor on the floor of the Baltimore Chamber of Commerce March 13.

N. M. Peterson and E. B. Sutherland of Fort William, Ont., were visitors on the floor of the Baltimore Chamber of Commerce March 23.

John Cadwalader, president of the Ericsson Line, steamboat owners and operators, and well known among grain men in Baltimore, died March 11 at his home in Philadelphia.

A. J. Oberg of Minneapolis was a visitor on the floor of the Baltimore Chamber of Commerce March 28.

INDIANAPOLIS

H. M. RUDEAUX CORRESPONDENT

RECEIPTS of grain in the past month have been light, and consequently business conditions are not the best. Local elevators are kept busy filling orders on contracts, but aside from that, things are anything but what might be termed brisk. The weather conditions in Indiana are not so favorable and according to official reports the rainfall is about five inches short. Many localities are plowing up the wheat fields and the crop prospects are not favorable. However farmers say that the prospects for a bumper corn crop are favorable as the conditions of the soil are unusually good.

Farmers from Decatur County assert that the past winter was unusually destructive to the fall wheat, and the present indication is a half crop. Many farmers in this county are plowing up their wheat acreage and are sowing oats. The impression is that there will be a good corn crop, and that it will have a good start, as the condition of the soil this spring is unusually good, and the breaking of corn ground is in progress much earlier than customary. Early planting it is pointed out, means that with ordinary favorable summer conditions the corn crop will be a success.

E. K. Shepperd of the Cleveland Grain Company is rather optimistic about the weather and says that while there is considerable alarm over the present drought and its affects on the crops, the rain will come and make up for lost time. Elevator "B", operated by this company, is running full force, and busy with filling orders.

Chas. A. Shotwell of the Chas. A. Shotwell Company just returned from St. Louis where he met Mr. Young, general manager of the Kansas Wheat Growers Association, and completed arrangements for representing that association in Indiana, Ohio, Kentucky, and West Virginia. Mills of any importance in the forenamed states will be quoted daily, by the Shotwell company. This company is also representative for the Simmins Grain Company of Minneapolis, and quote the mills on Spring wheat. The outlook for business is rather promising according to reports.

Urmston & Son have discontinued the grain and commission business and set forth for somewhere in Florida. Whether they will continue the grain business in the South has not been ascertained.

There will be a meeting of the members of the Indianapolis Board of Trade in the Library, Board of Trade Building, Friday evening April 10, at 7:45 o'clock called for the express purpose of discussing the merits of the city manager form of government. The Honorable Winfield Miller will address the meeting on this subject, after which the meeting will be open for discussion.

H. N. Bell & Co., brokers and commission merchants, and members of the Chicago Board of Trade, located in the Claypoole Hotel Building, have closed their doors. Nothing definite as to the reason could be ascertained.

The firms handling mill feeds and hay report conditions as a bitter disappointment, and the future at present looks discouraging. There is no demand and no way to create one was one report. Another report

claims that no matter what quotation you make the customer, somebody comes along and goes you one better. There is no fixed price, and when some dealer really is in the market he is flooded with so many different quotations he becomes bewildered, and decides to wait for a lower figure.

Arthur Swanson, who is in charge of the wheat sales of Kendrick & Sloan Company, reports some real good wheat sales.

Mr. Cromwell, crop expert for Lamson Bros., Chicago, and Geo. Bryant in the same capacity for Jackson Bros., Chicago, spent some time in Indiana making a survey of the condition of the wheat crop. Their report was somewhat unfavorable, and state that conditions would be better providing there would be some good warm rains.

NEW YORK

C. E. TRAFTON - CORRESPONDENT

MEMBERS of the grain trade learned with keen regret late in March of the passing away of John P. Truesdell, aged 79 years. He was one of the eldest members of the N. Y. Produce Exchange, having been a member for over half a century and was prominent in the receiving and exporting of grain, primarily as a member of the old firm of Tefft & Truesdell, which later became Tefft, Truesdell & Field, which firm had a branch office in Chicago. During his long membership Mr. Truesdell took a deep interest in the affairs of the Exchange and for many years served faithfully on several of the Exchange's leading committees. Mr. Truesdell had a host of warm friends and was highly esteemed by business men generally because of his high ideals and kindly nature.

Walter Trappe, the representative of the Norris Grain Company, returned to his post late in March after an absence of three months during which time he was seriously sick with typhoid fever. He received a hearty welcome from his numerous friends and associates in the grain and shipping trades on the N. Y. Produce Exchange. During his absence James Norris, head of the firm, came from Chicago to supervise the firm's interests in this market.

Clarence S. Betts, who was associated with the old grain elevating and distributing concern of W. H. Payne & Son for 38 years, and of which he was manager after the death of W. H. Payne and his son Charles, until the business was discontinued early in the year, was warmly welcomed back on 'Change by his many friends early this month after a much needed rest of six weeks in Florida.

Henry U. Harris, son of the senior member of the firm of Harris, Winthrop & Co., and a member of the firm, is an applicant for membership in the N. Y. Produce Exchange.

David Coulter of Coulter & Coulter, flour jobbers, was welcomed back on 'Change late in March, after a seven weeks' trip to England and Ireland mainly spent in visiting members of his family living in the north of Ireland.

Wm. H. Kipp, aged 79, has passed away. For many years Mr. Kipp was active in the distribution of grain, hay, etc., particularly while a member of the old house of Sam'l. W. Bowne & Co.

Harry H. Langenberg of Langenberg Bros. Grain Company, St. Louis, is an applicant for membership in the N. Y. Produce Exchange.

Ansel S. Leo, an old member of the flour trade in the Produce Exchange, has resigned as an associate member and has been elected as a regular member.

Sam Mincer, a well known grain operator on the Chicago Board of Trade, paid a visit to friends in a nine months' pleasure trip to Europe during which he visited England, France, Switzerland and Italy.

Brinkley Evans of the Brinkley Evans Company, grain brokers, was warmly welcomed and congratulated on his improved appearance early in April after a nine months' pleasure trip to Europe during which he visited England, France, Switzerland and Italy.

W. R. & W. F. Farquhar of Farquhar Bros., one of the oldest flour importing houses in Glasgow, were visitors in the local market late in March, being on their way home after a visit as far west as California.

Charles A. Robinson of the well known grain receiving and exporting house of Robinson & Sweet was welcomed back early this month from an extended trip to the Canadian Northwest. He said that while floods

had caused rivers and brooks to overflow resulting in large damage to the surrounding country, nevertheless he was convinced that in the main the soil was in generally fine condition for spring work and consequently it was the consensus of opinion that a large area would be devoted to wheat and other grains.

George R. Roys, grain exporter, has been elected a member of the N. Y. Produce Exchange.

Jack Hermes, head trader in the wheat pit in Chicago Board of Trade for James E. Bennett & Co., was a visitor on 'Change late in March.

L. J. Ryan of the Nye & Jenks Grain Company, Chicago, was a visitor in the local market early in April.

Floyd D. Crosby, with B. F. Schwartz & Co., Inc., grain and cotton seed oil brokers, has been elected a member of the N. Y. Produce Exchange.

Harold E. Tweeden, Buffalo manager for the Cargill Grain Company, Inc., has been elected to membership in the N. Y. Produce Exchange.

Paul W. Rahbek-Jensen with the Hansen Produce Company, Inc., is an applicant for membership on the N. Y. Produce Exchange.

Members of the N. Y. Produce Exchange were sorry to hear that Albert Ruyter, age 71, had passed away. Mr. Ruyter had made many friends and admirers in the trade particularly during the time that he was general manager of the Hecker-Jones-Jewell Milling Company from 1901 to 1911.

Michael Toomey, Jr., of the Raymond-Hadley-Toomey Company, flour importers of London, which is a branch of the Raymond-Hadley Flour Company, Inc., of this city, was a visitor in this market late in March.

The firm of Wade & Gardner, flour receivers of N. Y. and Chicago, has been dissolved. Mr. Wade will continue business under his own name in N. Y. while Mr. Gardner will continue in Chicago.

Announcement has been made by the Washburn Crosby Company, of the appointment of H. F. Mitchell as supervisor of domestic sales of feed-stuffs, division for the New York and Providence territory. Mr. Mitchell has been associated with the grain and feed job business as manager of the firm of A. F. Lane for the past eight years. He recently transferred his office to the New York office of the company at 17 Battery Place.

L. Weitzman, who was formerly a flour receiver and distributor in Chicago but is now interested in the formation of a chain of bakeries, was a visitor in the local flour market late last month.

A. E. Reynolds of the well-known seed and grain house of Crabb, Reynolds & Taylor of Crawfordsville, Ind., received a hearty welcome from his many friends in this market early in April.

Archibald Montgomery, of the well known grain and cotton seed oil brokerage firm of Montgomery, Straub & Co., received a hearty welcome and cordial congratulations from his host of friends on 'Change when he returned from his wedding trip.

The following have applied for membership on the N. Y. Produce Exchange: Harry H. Langenberg of Langenberg Bros. Grain Company, St. Louis, Mo.; Henry U. Harris, of the Harris, Winthrop & Co.; and P. W. Rahbek-Jensen of the Hansen Produce Company. New members elected to the Exchange are Ansel S. Leo, formerly an associate member; George R. Roys, exporter; Floyd D. Crosby, with B. F. Schwartz & Co.; Harold E. Tweeden, Buffalo manager of the Cargill Grain Company.

GRAIN NEWS FROM BOSTON

By L. C. BREED

Boston reporters were interested in the announcement that the landing of hay and straw in northern Ireland has been prohibited, if bought from the United States or Great Britain. The landing of Canadian hay is allowed.

The response to the call for members to the new flour and grain organization is found to be very satisfactory and it is likely that in a few days the limit of 200, fixed in regard to membership, will be reached. The new name, Boston Flour & Grain Exchange, has been placed on the building.

Samuel Valle Goble, for many years associated with Palmer, McElwain & Cole, food brokers, 131 State Street, Boston, died recently at his home in Brooklyn, after an illness of only a week's duration. He was born in Cincinnati, Ohio, and was 50 years of age. For 11 years he was New England sales manager

THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Third Year

of the Post Products, Inc., and later became connected with Palmer, McElwain & Cole. In consequence of these connections, he became widely known throughout New England.

William E. Hardy of Rodney J. Hardy & Sons of Boston, died recently at his home in Arlington, Mass., after a brief illness. For more than 25 years he had, as a member of this firm, become widely known to the grain trade of this section. The company has had an office at the Chamber of Commerce Building ever since it was erected. The business was established by his father. Surviving him are his widow and three children.

The market on coarse grains of late has ruled irregular, prices changing nearly every day in sympathy with the unsettled condition in western markets. Trading is slow, buyers meeting only immediate requirements. Owing to the mildness of the season, feed has ruled dull with a limited demand and stock is in excess of the needs of the trade. Hay market dull and somewhat unsettled; receipts moderate, very little hay arriving that grades better than fair No. 2. Straw rules dull and about steady in price. Receipts of hay during the month of March 323 cars; straw 10 cars.

The wholesale seed dealers report an excellent business. The season is about 10 days earlier than last year. Seed corn is scarce and wanted.

Receipts of grain at Boston for the month of March were as follows: Wheat, 12,795 bushels; oats, 213,975; rye, 10,000 bushels; barley, 122,200 bushels; malt, 6,090 bushels; mill feed, 125 tons; cornmeal, 350 barrels; oatmeal, 1,799 cases.

Among the visitors to the Exchange, outside of New England, during the month of March, were the following: Frank G. Ely, Chicago, Ill.; O. N. Fleming, Kansas Flour Mills; Walter Quackenbush, New York City; H. P. Bell, Denver, Colo.; H. E. Tweeden, Buffalo, N. Y.; John H. Redden, Topeka, Kan.; Chas. E. Peaslee, Rochester, N. Y.; W. E. Nash, Chicago, Ill.; W. E. Stohs, Buffalo, N. Y.; R. E. Jones, Wabasha, Minn.; R. C. Miner, Wilkes-Barre, Pa.; E. G. Brush, Moira, N. Y.; Fred B. Smith, Albany, N. Y.; W. S. Prior, Buffalo, N. Y.; Fred D. Peck, Troy, N. Y.; W. P. Fisher, Seattle, Wash.; Geo. P. Urban, Buffalo, N. Y.; John M. Hawkins, New York City; R. E. Sterling, Kansas City, Mo.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for March:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	1,216,222	1,380,621	1,296,316
Corn, bus...	68,647	910,959	754,828
Oats, bus...	71,912	130,011	...
Barley, bus...	331,767	23,354	301,500
Rye, bus...	372,736	310,003	801,132
Malt, bus...	73,209	6,693	24,553
Straw, tons...	81	114	...
Millfeed, tons	1,308	859	...
Hay, tons...	1,135	2,428	...
Flour, bbls...	207,109	107,043	129,291

CAIRO—Reported by M. C. Culp, Chief Grain Inspector and Weighmaster of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	991,091	...	1,062,337
Corn, bus...	44,646	264,993	297,593
Oats, bus...	1,651,875	1,934,331	1,945,411
Rye, bus...	...	114,166	121,342

CHICAGO—Reported by J. J. Fones, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	1,055,000	1,610,000	2,498,000
Corn, bus...	8,307,000	9,257,000	2,621,000
Oats, bus...	2,953,000	5,704,000	3,437,000
Barley, bus...	660,000	819,000	257,000
Rye, bus...	98,000	287,000	10,000
Timothy Seed, lbs...	2,566,000	1,815,000	3,270,000
Clover Seed, lbs...	1,574,000	2,054,000	985,000
Other Grass Seed, lbs...	1,670,000	2,995,000	962,000
Flax Seed, bus...	91,000	43,000	1,000
Hay, tons...	12,974	11,706	1,121
Flour, bbls...	1,140,000	972,000	699,000

CINCINNATI—Reported by D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	124,600	339,000	161,000
Corn, bus...	622,000	621,800	462,000
Oats, bus...	350,000	436,000	218,000
Barley, bus...	2,400	2,800	220,000
Rye, bus...	...	2,800	9,800
Kaffir Corn, bus...	2,400	4,200	...
Hay, tons...	7,139	8,840	...
Feed, tons...	2,160	1,500	...

DETROIT—Reported by C. B. Drouillard, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	82,000	...	24,000
Corn, bus...	42,000	...	3,000
Oats, bus...	32,000	...	38,000
Barley, bus...	32,000	...	435,000
Rye, bus...	14,000	...	...

DENVER—Reported by C. B. Rader, secretary of the Grain Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	231,000	16,500	315,000
Corn, bus...	333,250	141,050	613,800
Oats, bus...	143,000	96,000	164,000
Barley, bus...	28,900	1,700	52,700
Rye, bus...	3,000	1,500	...
Kaffir Corn, bus...	9,000	1,500	...
Hay, tons...	510	580	...
Beans, cars...	...	93	113

DULUTH—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	2,351,573	1,398,322	511,823
Corn, bus...	147,927	2,637,099	...
Oats, bus...	35,546	271,533	6,454
Barley, bus...	143,807	16,284	87,027
Rye, bus...	281,560	574,139	26,152
Flax Seed, bus...	95,802	104,860	247,963
Flour, bbls...	111,855	57,085	70,365

PORT WILLIAM, ONT.—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	8,480,726	2,541,991	878,226
Corn, bus...	4,635	3,033	4,635
Oats, bus...	3,128,829	3,563,166	572,208
Barley, bus...	1,049,659	661,715	86,008
Rye, bus...	153,619	21,657	...
Flax Seed, bus...	319,437	54,455	62,914

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	115,000	228,000	66,000
Corn, bus...	1,576,000	1,310,000	1,279,000
Oats, bus...	466,000	810,000	510,000
Rye, bus...	3,000	9,000	1,400

KANSAS CITY—Reported by W. R. Scott, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	2,374,650	2,616,300	4,276,800
Corn, bus...	2,410,000	2,086,250	1,736,250
Oats, bus...	343,400	695,300	883,500
Barley, bus...	18,000	72,000	5,200
Rye, bus...	7,700	18,700	1,100
Brans, tons...	5,340	2,080	24,920
Kaffir Corn, bus...	497,200	398,200	337,000
Hay, tons...	32,268	28,368	16,056
Flour, bbls...	53,950	42,900	492,700

LOS ANGELES—Reported by Secretary of the Grain Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, carloads	132	151	...
Corn, carloads...	78	90	...
Oats, carloads...	20	14	...
Barley, carloads...	54	85	...
Kaffir Corn, bushels	19	3	...
Flour, carloads...	192	201	...

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	413,240	149,800	153,200
Corn, bus...	1,294,595	2,478,400	513,136
Oats, bus...	730,650	1,150,600	866,083
Barley, bus...	822,905	683,200	277,998
Rye, bus...	67,920	144,330	84,560
Timothy Seed, lbs...	427,100	724,700	574,625
Clover Seed, lbs...	862,637	152,646	377,838
Malt, bus...	15,200	36,100	289,600
Flax Seed, bus...	42,900	12,870	...
Feed, tons...	5,410	3,550	11,058
Hay, tons...	428	1,644	288
Flour, bbls...	83,250	125,930	55,500

MINNEAPOLIS—Reported by G. W. Maschke, statistician of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	5,725,470	7,481,790	2,868,610
Corn, bus...	1,984,060	2,112,630	2,140,280
Oats, bus...	2,553,260	1,832,190	3,536,590
Barley, bus...	1,492,510	1,158,630	1,220,960
Rye, bus...	286,970	449,810	157,150
Flax Seed, bus...	671,290	229,280	126,410
Hay, tons...	2,936	3,961	288
Flour, bbls...	68,826	116,192	815,018

MONTREAL—Reported by J. Stanley Cook, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	901,842	411,451	...
Corn, bus...	150,099	376,100	15,220
Oats, bus...	35,928	59,337	...
Barley, bus...	...	...	...
Flax Seed, bus...	41,960	55,463	...
Hay, bales...	60,411	64,802	...
Flour, bbls...	102,435	170,439	222,499

NEW ORLEANS—Reported by S. P. Fears, chief grain inspector of the Board of Trade, Ltd.:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	945	13	2,977,727
Corn, bus...	112	146	288,667
Oats, bus...	26	59	146,861
Barley, bus...	3	3	...
Rye, bus...	1	2	...
Gr. Sorghum, bus...	2	2	...

NEW YORK—Reported by H. Heinzer, statistician of the Produce Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	3,575,600	5,611,000	4,457,000
Corn, bus...	75,000	948,000	189,000
Oats, bus...	1,508,000	728,000	968,000
Barley, bus...	690,200	219,300	1,027,000
Rye, bus...	631,500	427,500	1,037,000
Timothy Seed, bags	6,090	2,417	3,684
Clover Seed, bags	...	...	2,131
Other Grass Seed, bags	...	...	...
Flax Seed, bus...	358,500	...	...
Hay, tons...	4,214	9,249	5,132
Flour, bbls...	1,560,100	1,151,688	955,000

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	1,101,800	1,052,800	1,913,800
Corn, bus...	1,610,000	2,892,400	1,226,400
Oats, bus...	900,000	1,302,000	2,098,000
Barley, bus...	25,600	14,400	20,800
Rye, bus...	29,400	32,200	25,200

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	49,200	49,900	38,400
Corn, bus...	2,173,750	1,209,650	1,327,700
Oats, bus...	1,005,300	1,199,800	1,213,200
Barley, bus...	119,000	39,200	57,400
Rye, bus...	2,400	2,900	...

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	3,922,863	2,427,857	3,736,147
Corn, bus...	75,085	878,877	...
Oats, bus...	335,746	142,653	95,968
Rye, bus...	212,730	93,819	181,212
Barley, bus...	1,883	31,336	...
Flour, bbls...	214,544	197,248	38,020

PORTLAND, MAINE—Reported by Howard H. Waldron, traffic manager of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, bus...	178,368	788,277	1,013,155
Corn, bus...	146,303	127,943	125,255
Oats, bus...	229,264	25,636	257,720
Rye, bus...	17,187	...	17,187

SAN FRANCISCO—Reported by J. J. Sullivan, Chief Inspector of the Chamber of Commerce:

Receipts		Shipments	
1925	1924	1925	1924
Wheat, tons...	4,928	2,448	...
Corn, tons...	2,032	2,038	...
Oats, tons...	782	1,130	...
Barley, tons...	5,395	20,087	...
Bran, tons...	373	237	...
Beans, sacks...	41,458	45,062	...
Foreign Beans, sacks...	61,933	139,338	...
Hay, tons...	2,569	4,693	...

SUPERIOR—Reported by E. W. Feidler, chairman of the Warehouse Commission:

	Receipts		Shipments	
	1925	1924	1925	1924
Wheat, bus. . .	1,232,001	567,727	306,471	485,865
Corn, bus. . .	226,652	1,972,326	5,000	.....
Oats, bus. . .	17,040	82,679	5,500	.....
Barley, bus. .	125,418	12,773	40,000	171
Rye, bus. . .	147,165	262,488	.....	.....
Blended Wheat, bus. . .	61,185	8,668	.....	.....

HAY, STRAW AND FEED

PURINA MILLS OPEN MAMMOTH HAY AND GRAIN STORAGE UNITS

OPENING the new million dollar plant of the Ralston-Purina Company at Kansas City, Mo., took on the aspects of a real celebration. The president of the company, and three vice-presidents from the home office in St. Louis, Mo., were there to receive more than a hundred members of the local Chamber of Commerce, and other visitors who had come to inspect the new plant. Pathe camera men were on hand to get a film version of the trip through the haymills, grain elevators, feed mills, and offices.

The Kansas City mills of the Ralston-Purina Company have a storage capacity of a half million bushels of grain and 3,000 tons of hay and are thought to be the largest mills of their type in the United States. There are two hay warehouses, having steel frames on concrete foundations that measure 128x100 and 160x100 feet respectively. The head-house, of reinforced concrete, is 56x62x170 feet. The hay-grinding and storage plant were located at this point because the company considers Kansas City to be the largest and most advantageous hay market in the world. For this reason also, sufficient equipment for grinding meal from hay was incorporated into this plant, to allow the company to manufacture an amount of meal large enough to furnish the product to its various other plants throughout the country.

Switch tracks have been built close to the sides of each of the buildings, which are equipped with train-sheds, by the Missouri Pacific and the Kansas City Southern Railroads. From 50 to 75 cars may be spotted at one time and equipment for moving cars after spotting has been installed, which allows respotting cars subsequent to unloading.

The grain mill has six stories, and the elevator exceeds this building by three floors. Incoming grain is weighed in the cars by an ingenious weighing device which is located on the ninth floor of the elevator building and stamps the exact weight of each car upon a ticket. The scales are operated at all times by a man who is furnished and employed by the Missouri State Board of Grain Weighing so that certified weights are practically guaranteed, and responsibility for any shortweights is totally eliminated.

Another device, which held the attention of visitors on inspection and which is perhaps one of the most unique units of the equipment, is that of the thermometer reading projector which is specially designed so that the exact temperature of each bin at every five feet in its depth may be seen in the indicator of the machine at any time. This device is enclosed in a small room in the elevator and contains no other equipment. Many of the grain men who were present at the opening were very enthusiastic over the apparent accuracy of this machine and expressed their belief that it is one

of the greatest devices making for unusual safety yet to be seen in this territory.

A thoroughly modern vacuum system is provided for the entire plant, some special equipment being considered necessary in the hay mill.

All buildings, platforms, stand-tanks and cisterns are of reinforced concrete. Buildings are furnished with Armco iron fittings outside. The Jones-Hettelsater Construction Company, of Kansas City, Mo., were the contractors on all the concrete work in the mill but all installations of machinery, wiring, etc., were either made directly by the Ralston company or by contractors under the direction of Purina foremen.

The electric substation and the huge elevator tanks are constructed at the immediate rear of the elevator building which itself is adjacent to the main milling building. Storage capacity for half a million bushels of grain has been provided for in the elevator.

Between the office and the mill buildings are

two banks of electric transformers with a capacity of 1,600 K.V.A. Voltage is stepped down from 13,200 volts to 440, one bank transforming to 220 volts and the other to 333 volts. All motors are placed at precisely the point where the power is needed, to avoid any loss in power transmission. Thirty-five motors develop a total of approximately 1,600 h.p., the larger one being equipped with special low-voltage and overload relays for their protection in the event of surges in the primary current.

The office, which will be under the direction of the Kansas City manager, Louis Stewart, formerly of St. Louis, is in a separate building of a single story, having an attractive exterior appearance of having been finished in stucco. The floors in the entrance and in the lobby are of tile, patterned in the familiar checkered designs which appear in colors upon all the Ralston products. The offices are well-furnished and conveniently arranged throughout, with one large private office room at the front, on either side of the entrance to the building. One of the front offices is occupied by the branch manager, the other by the Kansas City purchasing agent of the company. The office of the plant superintendent is in the mill building.

At the formal opening, after all the members from the Chamber of Commerce attending had been shown through the entire plant, Mr. Danforth greeted them in the office. He issued the formal welcome and further impressed it upon the minds of his hearers that, in view of the immensity of the investment required in constructing the plant, it is the earnest desire of the company that the mills may be kept running in full capacity at all times. Mr. Danforth expressed the view that he does not consider it possible to make the mill progress in its full capacity at once unless the company possesses the hearty co-operation of the members of the Chamber of Commerce and others who are in business in Kansas City. He said he hoped that business men in this locality might help advertise Ralston's in a degree commensurate with any personal regard which they may hold for the company, pledging himself and his associates in the business to sincere endeavor to deserve any credit given them.

Although the Ralston company has been doing business for more than 30 years and

now enjoys a considerable volume each year from every state from the Atlantic Coast to the Rocky Mountains and in Bermuda, Porto Rico, Cuba and Central America and parts in Europe, this latest branch plant will care for only eight or nine states in the Southwest trade territory adjacent to Kansas City, Mo. All the cereal which is prepared for human consumption is manufactured in St. Louis, Mo., which is also the home office of Ralston Purina Company. Other large milling plants are operated in East St. Louis, Ill.; Buffalo; Nashville; Minneapolis; Kansas City, Mo., and Fort Worth, Texas.

Products will be sold from the Kansas City plant



NEW ELEVATOR OF THE RALSTON-PURINA COMPANY, KANSAS CITY, MO.

two concrete tanks of the stand-pipe variety and three subterranean concrete cisterns, which are constructed beneath the tanks and extend to the west beneath the tracks of the railroad. These are for the storage of about half a million gallons of molasses, one of the ingredients of several varieties of the chows manufactured. Each of the cisterns holds approximately one carload of molasses, or a total of three cars.

The plant is equipped throughout with electric power. Current is obtained from the Kansas City Power & Light Company's "Northwest Powerhouse" and the mill has its own substation which contains

through dealers and consumers who buy in carload lots, by a force of about 40 regular salesmen and 20 junior salesmen who will cover the entire country on the west, northwest and south of Kansas City not more distant than Texas, the Rockies nor Wyoming.

Officials of the company were guests at the Chamber luncheon on the day of the opening and at a banquet-reception at the Bellerive Hotel on the day following. Mr. Danforth spoke at the former meeting on the subject, "Second Wind Wins."

CARLOAD COTTONSEED RATE REPARATION

The Southland Cotton Oil Company thought they were paying too high a rate on cottonseed shipments, and when they got no promise of satisfactory adjustments from Missouri Pacific Railroad officials, the matter was put before the Interstate Commerce Commission. Lately, the cotton oil company was awarded reparations by the Commission and the fact was brought out definitely that rates on cottonseed, in carloads, from certain points on the Missouri Pacific in northern Louisiana and southern Arkansas to Jackson, Miss., are not to exceed 3.5 cents per 100 pounds. The rates assailed, from points on the Vicksburg, Shreveport and Pacific to Jackson, remain unchanged by the Commission.

THE COLOR AND TASTE OF FEEDS

When you are selling a customer grains that he is to take home and mix himself, he should be warned, if he is new at the game, that color and taste of mash for hens are things that must be watched, if the best results are to be obtained.

A hen does not have as keen a sense of taste as a human being, and there are some grains possibly that she cannot distinguish from others. Some feeds though, she dislikes and if they make up any appreciable part of the mash, the quantity eaten will be reduced.

Linseed meal, bean meals, and ground hulls must be used only to a limited extent. Blood meals, rye and cottonseed meal, should be left out of the ration. Wheat bran and millet are probably the best-liked fibrous feeds. Light-colored mashes are usually eaten more readily than dark ones.

Undoubtedly hens or flocks develop individual likes and dislikes. Birds raised on kafir for instance may like it, while another flock to which it is newly introduced may practically refuse to eat it.

GORDON RAPS FLAXSEED CRUSHERS

John B. Gordon, frankly a spokesman for the United States linseed oil user, and representative of the Bureau of Raw Materials, which filed the application for a reduction in the duty on flaxseed, declares that there has been a great deal of misinformation circulated about the whole matter.

"The philosophy of the flaxseed crushers," he says, "as presented indirectly by those working in their behalf, to the effect that the linseed oil tariff must not be lowered, otherwise the price of flaxseed will be reduced, if followed to its logical conclusion amounts in effect to their saying 'place a duty of \$5 per gallon on linseed oil because it helps the grower, but leave the duty on flaxseed where it is in order that we may import all the foreign flaxseed we need.'"

"The true facts are that the flaxseed crushers estopped since June, 1923, by the decision of the United States Supreme Court from exploiting linseed oil consumers by means of a price fixing organization (the Armstrong Bureau) seek now to tighten their hold upon that other means of charging unreasonable prices for their finished product—the excessive linseed oil tariff."

President Coolidge has not been swept away by this line of argument, nor by the suggestions of those strenuously opposing the reduction. He has indicated that he is in sympathy with the flaxseed growers, yet some weight was given by him, it is known, to the views of Representative Newton, of Minnesota, whose statements favor the crushing interests.

"The tariff on linseed oil is not prohibitory," Mr. Newton declared. "There are importations prac-

tically daily. The Northwest does not wish there to be a return of conditions existing before the enactment of the Fordney tariff law, when flaxseed crushing plants were forced out of business because there was an inadequate compensatory duty on linseed oil, compared with the rate of duty on flaxseed under the Emergency Tariff Act."

"FEED" COMPANIES INTRODUCE SCOTCH BRAND

A report is at hand from Kansas City, Mo., in which chicken feed shipments, prohibition agents, cyster shell, and bottles, are all strangely mingled. The suspicions of the Kansas City police, to say nothing of the local prohibition enforcement unit, were aroused when their attention was brought to figures indicating a great and sudden boom in the chicken feed business.

Most of the business, it developed, was carried on in the name of feed companies not previously heard of, and the particular brand of which the company's salesmen had been working up such a demand, it was learned, came largely from Gulf ports. These companies did not bother with anything so complicated as a balanced ration; most of the cars shipped contained only oyster shells. More oyster shell was reported to be on reserve in their warehouses.

The shell feed boom was of brief duration though, as one car shipment was rudely seized by the authorities and found to contain largely Scotch whiskey, neatly bottled in "fifths." The cases, which nestled trustingly among the sacks of oyster shell, were confiscated, along with the stocks from the warehouse, and business is slow again for the "feed" dealers.

MILK OR GRAIN FOR CALVES?

No one can expect to get rich, quickly at least, from selling calf feeds, because the volume is small in comparison with cow feed volume, and during the early period of a calf's development, grain feeding is out of the question altogether. But if a miller, handling feeds as a sideline, can give a timely tip to certain of his customers that need it, and so help them to develop healthy cows from the heifer calves, it means so many more sacks of feed needed for the ration of the additional heifers when they reach the period of maximum feeding.

According to H. M. Jones, dairy specialist at the South Dakota State College, raising the calf on whole milk is not economical, but it is necessary that the whole milk be fed at least the first two or three weeks of the calf's life. After that, he suggests a gradual shifting of skim milk plus a grain ration of ground oats and corn. The cause of an "undersized" cow, he says, can usually be traced to too scanty feeding during the early period of her life. It is pointed out that the usefulness of many a good cow is impaired by neglect or mistreatment as a calf.

DECREASE IN CATTLE ON FEED

There was a considerable decrease in the number of cattle on feed on January 1, 1925, in the 11 corn-belt states as compared to January 1 of last year, the decrease being greater in the states west of the Mississippi River. The United States Department of Agriculture places the average amount at 82 per cent with 87 per cent east of the river and 81 per cent west of the Mississippi.

PUTS CLOTHES ON POULTRY

Displays that make the trade stop and look, are not limited to jewelry and haberdashery shops. Even if there is not a window available for showing the feed merchandise of a store there is probably a corner or some small space near the door that can be put to work, advertising the feeds on hand.

A certain Lincoln, Neb., feed merchant got the attention of prospective poultry feed buyers by dressing up a rooster and a hen in clothes of rakish cut, and letting them parade up and down before a display of feed bags in his window. The same idea could possibly be worked out using a large box with wire netting stretched across the front side.

NATIONAL SUMMARY OF FEED REVENUE LAWS

How 43 different states provide revenue to enforce the feedingsuffs laws on their statute books, is shown in the following list. In condensed form, it is impossible to show even a limited amount of the details involved, but the salient points of each states regulations are available for comparison in this condensation. The information was compiled recently by the Missouri State Board of Agriculture.

Alabama—\$2 per brand and 20 cents per ton, on all livestock and poultry feeds, with exemptions of whole seeds, whole grains, unmixed grain meals, whole hays or other forage, exemptions being similar to Missouri law.

Arizona—No registration or tonnage fees.

Arkansas—20 cents per ton, exempting certain unmixed feeds not distinguished by brand name.

California—No registration or tonnage fee, but among most stringent in America in label requirements.

Colorado—No registration or tonnage fees, but penalties are "not more than \$500 or one year imprisonment, or both fine and imprisonment for first violation; not less than \$1,000 or one year's imprisonment, or both, for second and each subsequent violation."

Connecticut—No registration or tonnage fees, but certain special regulations including forbidding use of wire or other metal tag fastener.

Delaware—\$1 per year registration and 10 cents per ton tonnage fee, exemptions similar to Missouri. Tonnage paid at first of each year without use of stamps being paid on affidavit basis of sales in state for preceding year.

Florida—25 cents per ton, stamps attached. Exemptions similar to Missouri with chops added, exemptions to not contain less than 10 per cent crude fiber.

Georgia—20 cents per ton, but only 10 cents on cotton seed meal. Exemptions similar to Missouri. Stamps attached.

Illinois—\$25 per brand per year or part of year. Exemptions similar to Missouri, but including in exemptions pure wheat bran or pure wheat middlings not containing screenings or other substances.

Indiana—16 cents tonnage fees. Stamps or tags attached as sold by state. Stringent regulations requiring showing percentages of quantities of foreign mineral matter or other foreign substances, the latter enumerated to include rice hulls, chaff, mill sweepings, peanut shells, corn bran, corn cob meal, oat hulls, oat clippings, or other materials of little or no feeding value.

Iowa—10 cents per ton tonnage fees. Tax tags or stamps attached. Exemptions unadulterated wheat, rye and buckwheat bran, shorts or middlings of Iowa manufacture. Medicated livestock and poultry foods, license \$10 per year.

Kansas—8 cents per ton tonnage fees. Stamps affixed. Poultry feeds are charged \$1 per year only. Stamps affixed for tonnage fees.

Kentucky—20 cents per ton tonnage fees. Includes medicated livestock and poultry foods. Tax stamps affixed. Stringent terms forbidding use of foreign mineral matters or other foreign substances as fillers except as plainly stated on label as to kind and amount.

Louisiana—25 cents per ton tonnage fees. Stamps affixed. Exemptions similar to Missouri.

Maine—\$10 per year registration fee per brand. Mill may re-register brand the second year on establishing proof that total sales within state during previous year did not exceed 50 tons, this second year registration on such proof on such brand to be without additional payment.

Maryland—\$20 per brand per year or portion thereof. Exemptions as to payment of brand tax include pure wheat bran, middlings of wheat and wheat mixed feeds; pure rye bran, rye middlings and rye mixed feeds; pure corn, middlings or feed made from buckwheat; pure corn chop, pure oat chop and pure corn bran.

Massachusetts—\$20 per brand per year.

Michigan—\$20 per brand per year or portion thereof.

Minnesota—20 cents per ton tonnage tax on bags or packages of 100 pounds or larger. Tonnage tax for feed in bags of 50 pounds each is 24 cents per ton. In bags of 25 pounds each is 32 cents per ton. Stamps affixed. Medicated livestock and poultry foods included. Sale of feeds containing live weed seeds forbidden. Certain filler ingredients appearing in certain feedingsuffs must be shown on a yellow label printed in red ink as warning.

Mississippi—20 cents per ton tonnage tax and \$2 per year brand tax. Stamps affixed.

Missouri—No registration fee and no tonnage tax. See section 12,151 for feeds included, also exemption. See law sections 12, 151-152, 161 inclusive. Penalty "not more than \$100 for first violation, and not less than \$100 for subsequent violations."

Nebraska—10 cents per ton tonnage tax. Stamps affixed. Feeds requiring registration but no tonnage tax are "unadulterated wheat, rye and buckwheat bran or shorts manufactured in Nebraska."

Nevada—No tonnage or registration fees. Penalty very stringent, "not more than \$500 or imprisonment for more than six months or by both fine and imprisonment."

New Hampshire—\$15 registration fee per brand per year or portion thereof.

New Jersey—8 cents per ton and 50 cents per year brand fees. Medicated feeds for bags or tags forbidden. No stamps affixed. The tonnage tax being paid on July 1 and January 1 on affidavit of production sale in state during previous six months. Penalty "\$100 for first violation and not less than \$1,000 for each subsequent violation."

New York—\$25 registration fee per year per brand, or for portion of year. A registration fee of \$10 only is required per brand of pure rye bran, middlings or mixed feed; pure buckwheat middlings and feed; and pure corn feed meal. See law for material forbidden in mixed feeds in New York.

North Carolina—20 cents per ton tonnage fees. Stamps affixed. Law forbids use of certain filler materials including "foreign mineral or other substances such as rice chaff or hulls, peanut shells, corn cobs, oat hulls or similar materials of little or no feeding value."

North Dakota—\$15 per brand per year registration fee. Exemptions include grain brans or middlings not mixed with other substances.

Ohio—\$20 per brand per year or portion thereof as registration fee. Exemptions include pure wheat

bran or pure wheat middlings not mixed with other substances are free of registration fees.

Oklahoma—10 cents per ton tonnage fees. Stamps or tags affixed. Labeling requires percentages of sawdust, dirt, damaged feed, rice hulls or chaff, peanut shells, corn cobs, oat hulls or other substances of little or no feeding value.

Oregon—\$10 per year for each brand as registration fee, one-half paid at end of each six months. Label requirements more strict than most state laws.

Pennsylvania—\$25 per brand per year or portion thereof as registration fee. Reduced registration fee of \$6 per year is provided for pure wheat bran, pure wheat middlings, pure wheat mixed feed, pure rye bran, pure rye middlings, pure rye mixed feed, pure buckwheat, bran, pure buckwheat middlings, pure buckwheat, feed, pure corn chop, and pure oats chop. Certain strict provisions against fillers of uncertain or little feeding value, except as same be clearly shown on label. Certain fillers forbidden.

Rhode Island—No tonnage or registration fees.

South Carolina—25 cents per ton tonnage fees. Stamps affixed. Strong provision against use of fillers or materials of little or no feeding value.

South Dakota—\$15 per brand of feedstuffs, and \$50 per brand of medicinal stock food. Exemptions from brand tax "all feedstuffs manufactured in the state from wheat, oats, barley, rye or corn, when unmixed with other substances."

Tennessee—20 cents per ton tonnage fees. Feeds requiring registration but not registration fee are "unadulterated wheat, corn, rye and buckwheat bran, middlings or shorts." Stamps affixed.

Texas—10 cents per ton tonnage fees. Law requires showing on label percentages of filled ingredients. Stamps or tags affixed. Materials prohibited in feeds are "sawdust, dirt, damaged feed, or any foreign material."

Vermont—\$20 per brand of feed per year or portion thereof, including condimental or medicated stock and poultry foods. Requires showing on label percentages of weed seed or screenings, except in poultry feeds, provided same exceeds 2 per cent.

Virginia—Registration fee graduated from \$5 to \$20, based on daily capacity of mill. No fee required for registration of mixed feeds. Also 15 cents per ton tonnage fee on all feeds "except the pure unmixed by-products of wheat and corn mills." Tonnage stamps affixed.

Washington—No tonnage or registration fees. Strict standard fixed forbidding "fiber content not to exceed 10 per cent." Important provisions forbidding use of certain filler materials. Penalty, \$100 for first offense and \$500 for each subsequent offense. Section 5 declares unlawful sale of any grain from which heart of any of food value has been extracted except with statement shown on each package or bulk shipment and also on invoice covering sale of such grain product.

West Virginia—No registration or tonnage fees.

Wisconsin—Registration fee of from \$5 to \$25 per brand per year graduated upon capacity of mill, this applying to flour mills producing by-products having distinguishing name or trademark, also to mills producing commercial feedstuffs, although there are two schedules, one for each. Mills or distributors desiring to pay on a tonnage tax basis may file statement before January 20 of each year and pay 5 cents per ton on basis of production of previous year, but no fee shall be less than \$10 for each calendar year or fraction thereof.

Wyoming—No registration or tonnage fees.

EASTERN ELEVATOR HAS DIVERSIFIED BUSINESS

The cry has been for a long while that diversification is the need of modern business. This has been very aptly applied to farming and the results of experiment and practical operation have clearly indicated the practicability of the idea. While it is a far jump from agriculture to manufacturing, the same theory has in many instances been found applicable in the industrial field too. And there can be little doubt that the diversification resulting from sidelines and variation in the products handled has in many instances also been beneficial to the grain dealer and elevator man.

One instance of this plan working out to the advantage of a grain concern in the east is found in the case of the H. K. Webster Company, located at 10-32 West Street, Lawrence, Mass. The plant belonging to this company is situated on the right of way of the Boston & Maine Railroad, and a very progressive policy has marked their handling of the products of the concern in their area.

The company's plant may best be described as a brick and crib elevator, with two large store houses, one of which is frame and the other brick. The elevator unit has a storage capacity which will accommodate 30,000 bushels of corn and about 30,000 bushels of oats. They also have the means for carrying on hand at all times 50 carloads of sacked feeds.

The enterprise is located in a section of the country which is well developed and has been for years, and they operate under conditions which require skillful management. Competition may be expected in a well developed territory and adequate facilities on all sides furnish the means for any who so desire to vary their market. Accordingly, the success which the Webster company has had must be attributed to their methods and a policy of providing sufficient equipment of the right kind to carry on an efficient business. While the description of the facilities will not be found unusual, it

is complete and well suited to the volume and kinds of products carried.

The receiving capacity of the plant is six cars per day and the shipping capacity is four cars per day. An S. Howes Grain Cleaner is used and gives a cleaning capacity of 2,000 bushels per hour. Three attrition mills are used.

Electricity furnishes power and the same medium is used for lighting, the current being supplied by a central station. All machinery is direct connected with individual motors, ranging from 50 horsepower down to one-half horsepower. The prime mover is a 75-horsepower motor of standard type and construction. In all, there are 19 electric motors and they supply an aggregate of 280 horsepower. Where equipment is not direct connected, belt drives are used.

A power shovel is the means of handling bulk grains and feeds, and there is also a bag elevator for sacked feed, four automatic scales and eight platform scales. The elevator has 125 feet of screw conveyors.

Ample fire protection is afforded by the strict observance of the customary safeguards, and the plant is equipped with an automatic sprinkler system.

The grains handled include corn, oats, wheat, bar-



H. K. WEBSTER

ley and buckwheat. The grain business is supplemented by a large volume of trade in sacked feeds of all kinds, and farm supplies. The H. K. Webster Company manufactures the "Blue Seal" brand of grain products, bolted and granulated meal, corn flour, stock feed and poultry feed.

FEED LAW BUT NO APPROPRIATION

It takes money to run a law, and a law unsupported by an annual appropriation or tax income, is like a roller mill with its drive belt off. Such is the law, under which the Missouri Feedingstuffs Department is supposed to operate. Its work was to have been the supervision of labeling and tagging of all livestock feeds and poultry feeds other than whole grains and unmixed meals, but the law has been listlessly carried out because of the lack of funds. As a result, it is claimed by Missouri millers of good repute, that the state is somewhat of a dumping ground for a certain sort of interstate millers and manufacturers and mixers, to the hurt of Missouri millers and manufacturers and the Missouri public.

The remedy for the situation does not seem especially difficult. As long as the Missouri legislature enacted the law, it should either appropriate an adequate sum for feedingstuffs administration in justice to the farmers, feeders and honest millers and manufacturers, or else enact a tonnage tax or a flat annual registration license fee—or the feedingstuffs law should be repealed.

Kansas has a 10-cents per ton tonnage tax on feedingstuffs, collecting on the average \$28,475 per year. Oklahoma has a 10-cent tonnage tax on feedingstuffs, collecting \$40,000 per year. Iowa collects a limited 10-cent tonnage tax, averaging \$20.

000 per year revenue. Illinois has a flat \$25 annual registration license.

The present Missouri Feedingstuffs Registration Law, on the other hand, has no fees or tonnage tax—in fact, there is no charge attached to the registration of feeds so far as the miller, jobber, or manufacturer is concerned, and aside from an absolutely inadequate biennial appropriation (for 1923-1924) of \$5,000, to cover the expense of carrying out the combined seed and feed laws, there are no funds available to make the statutory regulations of feedingstuffs effective.

KANSAS TONNAGE TAX LOWERED

The old millfeed tax of 10 cents per ton has been reduced to 8 cents by the Kansas legislature. An additional saving to the millers lies in the new ruling which draws upon the state for the furnishing of tags. The new rate is effective on June 1. The bill, passed by the house, and senate, was signed by the governor on March 17.

The original bill reduced the tax on millfeed from 10 cents to 6 cents a ton, carrying chop and poultry feed on the same basis. This passed the Senate, but was defeated in the House. An amendment to the present law was advanced by the Senate, reducing the tax to 8 cents, with the state furnishing the tags, and placing poultry feeds on the same basis. Corn chops were exempted. This amendment passed.

MINERALS VITAL IN FEED

"Oh, I jest give 'em most anything around—my cows ain't very perticeler." In dealing with a feed customer that gives this line of talk, it sometimes pays to remind him that a shoe factory must have its leather, a pencil factory, its lead, and a milk factory (that is what the dairyman or farmer wants his cow to be), its minerals. For minerals are a very important part of milk composition.

Milk is very rich in both calcium (lime) and phosphorus. Therefore, dairy cows must receive liberal supplies of both these minerals to secure continued high production and to have a thrifty offspring. In the usual dairy rations there is more danger of a lack of calcium than there is of phosphorus. This is because the protein-rich feeds most common are rich in phosphorus. This includes wheat bran in particular and also wheat middlings, cottonseed meal, and linseed meal. Gluten feed, germ oil meal (corn germ meal), or brewers grains and distiller's grains are not especially high in phosphorus.

When 20 per cent or more of the concentrate mixture or grain mixture consists of wheat bran, wheat middlings, linseed meal, or cottonseed meal, the cows will get plenty of phosphorus. If less of these high-phosphorus feeds are fed, it is best to supply additional phosphorus by adding bone meal, ground rock phosphate, or acid phosphate.

Besides the calcium and phosphorus, lime is to be considered. The best way of furnishing plenty of lime is to grow and feed an abundance of Alfalfa, Clover, or soy bean hay, whenever it is possible.

OIL FEED ORDERS BOOST EXPORTS

Feeders outside, as well as inside of the United States are alive to the value of the different oil cake and meals for stock rations. The outside demand in 1924 for the more standard feeds showed a small increase, but the 35 per cent jump of feedingstuffs exports for last year over those of 1923, was almost entirely due to the increased shipping of linseed and cottonseed cake and meal.

Nearly \$30,000,000 worth of feeds were exported in 1924. The actual figure is \$29,463,000, (\$7,727,000 more than the 1923 amount) and of this total, \$27,589,000 represents the value of oil meal and cake exports, \$7,758,000 more than their value in the preceding year.

The exports of linseed cake during 1924 amounted to \$13,655,000, a gain of 23 per cent over the year before; those of cottonseed cake came next with a value of \$8,673,000, a gain of 28 per cent over 1923. Cottonseed meal was exported to the value of \$4,497,000, or nearly four times as much as was exported during 1923.

The exports of bran and middlings showed an

increase of \$2,800; of corn feeds, an increase of \$21,000; prepared feed, not medicinal, an increase of \$115,000.

The amount of prepared feeds exported during 1924 was 6,690,000 pounds more than during 1923, and 4,520,000 pounds more than during 1922.

PUBLIC HEARINGS ON HAY GRADES

The grade specifications on this page are the ones practically decided upon as the United States grades for Alfalfa and wild hay. The Department of Agriculture however, will formally propose them in the following public hearings, and constructive suggestions are welcomed.

The public hearings will be held April 15, at 1:30 P. M. in the Directors' Room of the Merchants' Exchange, Third, Pine and Chestnut Streets, St. Louis, Mo.; a hearing on the subject of wild hay grades will be held April 16, at 1:30 P. M., at the Department Laboratory, 1513 Genesee Street, Kansas City, Mo.; and a hearing on the subject of Alfalfa grades will be held at the same place at 1:30 P. M. on April 17.

Letters should be addressed to the Hay, Feed and Seed Division, Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, and must be received prior to May 1, 1925, to receive consideration prior to the announcement of the United States grades.

These grades are offered at the present time for consideration and discussion at public hearings to be held throughout the United States during the months of March and April, 1925. Following these public hearings United States grades will be announced and recommended by the Secretary of Agriculture, which grades will be used in certifying the quality and condition of hay under the Federal hay inspection service provided for in the Agricultural Appropriation Acts of June 5, 1924.

STANDARDS FOR WILD HAY

The grade specifications hereinafter shown are proposed tentatively as the United States grades for wild hay. These grades are not official and are proposed only as a basis for discussion. Following the hearings the official grades will be announced.

Definitions.

Wild Hay shall be hay which consists of those upland or midland grasses which have recognized feeding value.

Upland Grasses shall be Big bluestem, Little bluestem, Slender wheat grass, White beard grass, Prairie June grass, Paspalum, Indian grass, Side-oats grama, Blue grama, and other grasses which grow commonly in upland virgin prairie meadows and have a recognized feeding value and may include not to exceed 10% (of the total hay) of midland grasses.

Midland Grasses shall be Slough grass, Bluejoint, Reed grass, Sprangle top, and other wild grasses, sedges and rushes which grow commonly in moist meadows and have a recognized feeding value.

Wheat Grass shall be that upland grass most commonly called Western Wheat Grass, but occasionally known locally as Bluestem, Bluejoint, Colorado Bluestem, Alkali Grass, Salt Grass, or Western Rye Grass.

Foreign Material shall be weeds and such sedges, rushes, wire grasses, and other plants as are coarse or not suitable for feeding purposes; also other objectionable matter which occurs naturally in wild hay.

Injurious Foreign Material shall be needle grass with needles attached, poisonous plants, wild barley or squirrel tail grass, and other matter which is injurious when fed to livestock.

Coarse Wild Hay shall be wild hay which contains 25% or more of stalks with diameters greater than that of No. 12 steel wire by Steel Wire Gage Standards. No. 12 steel wire has a diameter of approximately 10/100 of an inch.

STANDARD FOR ALFALFA HAY AND ALFALFA MIXED HAY

The grade specifications hereinafter shown are proposed tentatively as the United States Grades for alfalfa hay and alfalfa mixed hay.

Definitions.

For the purposes of the United States Grades for Alfalfa and Alfalfa Mixed Hays:

Fine Alfalfa Hay shall be alfalfa hay which contains no stalks having diameters greater than that of No. 12 steel wire, and not to exceed 30% of stalks having diameters greater than that of No. 14 steel wire by Steel Wire Gage Standards. No. 12 steel wire has a diameter of 10/100 of an inch and No. 14 steel wire of approximately 8/100 of an inch.

Coarse Alfalfa Hay shall be alfalfa hay which contains 30% or more of stalks with diameters greater than that of No. 12 steel wire by Steel Wire Gage Standards.

Soft Alfalfa Hay shall be alfalfa hay with soft,

pliable stems and clinging foliage.

Foreign Material shall be weeds, ripe wild brome grasses such as cheat, and such sedges, rushes, wire grasses, and other plants as are coarse or not suitable for feeding purposes; also cornstalks, stubble, chaff, and other objectionable matter which occurs naturally in hay.

Injurious Foreign Material shall be sandburs, poisonous plants, wild barley or squirrel tail grass (Hordeum jubatum), and other matter which is injurious when fed to livestock.

Timothy as a part of any class may include not to exceed 10% (of the total hay) of other grasses.

Johnson Grass as a part of any class may include not to exceed 10% (of the total hay) of other grasses.

Alfalfa as a part of any class may include not to exceed 10% (of the total hay) of other legumes having a recognized hay value.

Grain Hay as a part of any class shall be hay of the grains, oats, barley, wheat, rye, and wild oats, singly or in combination, cut before the grain has matured, and may include not to exceed 10% (of the total hay) of other grasses.

Grasses shall be reedtop, orchard, Kentucky blue, Canada blue, quack, Paspalum, Bermuda, meadow fescue, timothy, Johnson Grass, Grain Hay, early cut

brome grasses such as cheat, and such other cultivated and wild grasses, sedges, and rushes of fine or medium texture which have a recognized feeding value and which occur in meadows.

STANDARDS FOR TIMOTHY LIGHT, ALFALFA MIXED HAY

The grades of hay hereinafter described, together with the definition for alfalfa, shall be added to the United States Grades for Timothy Hay, Clover Hay and Grass Mixed Hay:

U. S. No. 1 Timothy Light Alfalfa Mixed.—Shall be a mixture of timothy hay with not more than 30% alfalfa, 10% other grasses and 10% foreign material.

The timothy shall have 50% or more green color.

U. S. No. 2 Timothy Light Alfalfa Mixed.—Shall be a mixture of timothy hay with not more than 30% alfalfa, 10% other grasses and 15% foreign material.

The timothy shall have 30% or more green color.

U. S. No. 3 Timothy Light Alfalfa Mixed.—Shall be a mixture of timothy hay with not more than 30% alfalfa, 10% other grasses and 20% foreign material.

The timothy shall have less than 30% green color unless the hay contains more than 15% foreign material.

Alfalfa may include not to exceed 10% (of the total hay) of other legumes having a recognized hay value.

TENTATIVE UNITED STATES GRADES FOR WILD HAY

Class Requirements		Grade Requirements			
Class	Mixture Percentages	U. S. Grade	Color	Maximum Per cent Foreign Material	
Upland	Upland grasses and not over 10% legumes.	U. S. No. 1	60% Green	10	
		U. S. No. 2	30% Green	15	
		U. S. No. 3	Less than 30% Green	20	
Wheat Grass	Wheat Grass with not over 20% other upland grasses and/or legumes.	U. S. No. 1	60% Green	10	
		U. S. No. 2	30% Green	15	
		U. S. No. 3	Less than 30% Green	20	
Midland	Midland grasses or a mixture of midland and upland grasses with over 40% midland grasses.	U. S. No. 1	60% Green	10	
		U. S. No. 2	30% Green	20	
Upland-Midland Mixed	A mixture of upland and midland grasses with not over 40% midland grasses and not over 10% legumes.	U. S. No. 1	60% Green	10	
		U. S. No. 2	30% Green	15	
		U. S. No. 3	Less than 30% Green	20	
All Classes		U. S. Sample	Wild hay of the above classes which contains more than 20% foreign material, or which contains any injurious foreign material, or which has any objectionable odor, or which is heating, hot, wet, moldy, musty, caked, or which is otherwise of distinctly low feeding quality.		

Grades for Coarse Wild Hay. Coarse Wild hay of the classes upland, wheat grass, midland, and upland-midland mixed shall be graded and designated according to the grade requirements for wild hay which is

not coarse, and there shall be included in, and made a part of, its grade designation the word "Coarse," e.g.: U. S. No. 2 Coarse Upland Hay.

TENTATIVE UNITED STATES GRADES FOR ALFALFA HAY AND ALFALFA MIXED HAY

Class Requirements		Grade Requirements				
Class	Mixture Percentages	U. S. Grade	Color		Leafiness of Alfalfa	Foreign Material
			Alfalfa	Timothy, other grasses and grain hay	Minimum per cent leaves	Maximum per cent
Alfalfa	Alfalfa with not over 5% grasses.	U. S. No. 1	60% Green		35	5
		U. S. No. 2	30% Green		25	10
		U. S. No. 3	Less than 30% Green		Less than 25	15
Alfalfa Light Timothy Mixed	A mixture of alfalfa and timothy with over 5% but not over 30% timothy.	U. S. No. 1	60% Green		35	5
		U. S. No. 2	30% Green		25	10
		U. S. No. 3	Less than 30% Green		Less than 25	15
Alfalfa Timothy Mixed	A mixture of alfalfa and timothy with over 30% alfalfa and not over 70% timothy.	U. S. No. 1	60% Green	50% Green		5
		U. S. No. 2	30% Green	30% Green		10
		U. S. No. 3	Less than 30% Green	Less than 30% Green		15
Alfalfa Light Johnson Mixed	A mixture of alfalfa and Johnson grass with over 5% but not over 30% Johnson grass.	U. S. No. 1	60% Green		35	5
		U. S. No. 2	30% Green		25	10
		U. S. No. 3	Less than 30% Green		Less than 25	15
Alfalfa Light Grass Mixed	A mixture of alfalfa and grasses with over 5% but not over 30% grasses.*	U. S. No. 1	60% Green		35	5
		U. S. No. 2	30% Green		25	10
		U. S. No. 3	Less than 30% Green		Less than 25	15
Alfalfa Grass Mixed	A mixture of alfalfa and grasses with over 30% but not over 60% grasses.*	U. S. No. 1	60% Green	50% Green		5
		U. S. No. 2	30% Green	30% Green		10
		U. S. No. 3	Less than 30% Green	Less than 30% Green		15
Alfalfa Light Grain Mixed	A mixture of alfalfa and grain hay with over 5% but not over 30% grain hay.	U. S. No. 1	60% Green		35	5
		U. S. No. 2	30% Green		25	10
		U. S. No. 3	Less than 30% Green		Less than 25	15
Alfalfa Grain Mixed	A mixture of alfalfa and grain hay with over 30% but not over 60% grain hay.	U. S. No. 1	60% Green	50% Green		5
		U. S. No. 2	30% Green	30% Green		10
		U. S. No. 3	Less than 30% Green	Less than 30% Green		15
All classes		U. S. Sample	Hay of the above classes which has been threshed, which contains more than 15% foreign material, or contains any injurious foreign material, or has any objectionable odor, or is heating, hot, wet, moldy, musty, caked, or is otherwise of distinctly low quality.			

*The grass part of the classes "Alfalfa Light Grass Mixed" and "Alfalfa Grass Mixed" may consist of any grasses, provided, however, neither timothy, Johnson grass, nor grain hay may be included except when in combination with over 10% (of the total hay) of other grasses.

Grades for "Fine Alfalfa Hay" and "Coarse Alfalfa Hay." Fine and coarse alfalfa hay of the class "alfalfa" shall be graded and designated according to the grade requirements for alfalfa hay that is neither fine nor coarse, and there shall be included in, and made a part of, its grade designation, either the word

"Fine" or the word "Coarse" as the case may be; e.g.: "U. S. No. 1 Fine Alfalfa," "U. S. No. 1 Coarse Alfalfa."

Grades for "Soft Alfalfa Hay." Soft alfalfa hay of the class "alfalfa" which otherwise meets the requirements of U. S. No. 1 Alfalfa, U. S. No. 2 Alfalfa, U. S. No. 1 Fine Alfalfa, or U. S. No. 2 Fine Alfalfa, shall be graded and designated according to the grade requirements for alfalfa hay that is not soft and there shall be included in, and made a part of its grade designation, the word "Soft," e.g.: "U. S. No. 1 Soft Alfalfa," "U. S. No. 1 Soft Fine Alfalfa."

FEED WEAKER IN NEW YORK

By C. K. TRAFTON

The general situation in the feed market was largely similar to last month, the same sluggishness and unsettlement as much of the time buyers were in limited attendance and consequently little interest was manifested.

Receivers and jobbers were greatly disappointed as they expected more activity, but more especially in wheat feeds as the offerings have been abundant with cost reduced but even this failed to induce buyers to take hold with any noteworthy degree of activity. Representatives of northwestern mills have been handicapped as the quotations they received from the Northwest were almost invariably too high or appreciably above buyers views. This was principally described to the bigger offerings for shipment from Buffalo where the mills have been grinding actively and therefore millers have been more willing to sell feed for forward shipment at lower figures than quoted by millers further west, which was, of course, partly attributable to the difference in freight. It was asserted that almost all mills in the far West were making little or no effort to sell here in competition with Buffalo millers. It is generally understood that this was partly owing to the fact that millers in the West had found it possible to sell their feed at home or nearby markets to comparatively better advantage. It was alleged that they had been able to obtain almost as much for feed in the West as they could here regardless of freight.

In some quarters it was averred that many dealers in the East were lead to hold off as they invariably do at this season for the excellent reason that they anticipated lower prices on or just before the opening of lake navigation which will probably occur at or soon after the twenty-first inst.

At the beginning of the month there was almost no business accomplished in corn products because there was a great scarcity of sellers, millers being unwilling to make firm offers for forward shipment because of the so-called high cost of corn. Subsequently there was a radical change as offering suddenly became heavier and prices declined rapidly which lead to more activity. This weakness was ascribed to a spectacular break in future deliveries partly because of the better weather for plowing and planting.

Trade has been exceedingly quiet in cotton seed and linseed meal as buyers have been holding off as they generally do with the approach of spring weather.

Business has been remarkably slow in beet pulp and values were uncertain largely due to the fact that supplies were remarkably limited, both domestic and foreign.

LESPEDeza FOR THE BLUEGRASS STATE

Kentucky, with only 3.3 per cent acres in every 100 devoted to legume hays, keeps company in the cellar with the Dakotas, Texas, Oklahoma and Arkansas among states listed as to legume acreage. It does so in spite of the fact that this pasture crop has wide soil adaptation in the state, and can stand up under hot weather like a native southerner.

On good land, Lespedeza gives very good yields of high-quality hay. On thin upland soils the Kentucky Experiment Station has found that good hay yields can be obtained by the use of acid phosphate alone. The crop has therefore great possibilities for the production of hay in regions of thin soils where liming is for any reason impracticable.

The seed of Lespedeza can be easily saved on the farm by the "seed pan" method. Good yields are obtained by this method of collecting and the cost is light. Many farmers in the western and southern parts of the state will find the saving of seed for market a profitable enterprise. These facts are brought forth in Circular No. 179, by the University of Kentucky, to urge a wider use of this hay in all sections of the state. Everything about Lespedeza from its history to its soil improving qualities, and cultural methods that should be employed in its growing and seeding is covered in detail in the 15 page leaflet.

Most commercial seed, it is pointed out, is

saved by the "seed pan" method, and for the average farmer in Kentucky it is the most practical way of saving seed either for home use or for market. A pan made either of wood or galvanized iron is bolted to the cutter bar of the mower. This pan is as long as the cutter bar and about 30 inches wide. The top of the pan is covered with a slotted lid, in case of a wooden pan, or a perforated metal lid, in case of the sheet iron pan. As the Lespedeza is cut, it falls upon the pan and a good proportion of the ripe seed falls into the pan. Usually a man has to follow the mower to keep the hay raked off the pan, and to empty the pan when it becomes full of seed. The pan can be used to save seed when the crop is cut for hay also, although, of course, the quantity of seed obtained will be small in such cases. Pan-saved seed is of the finest quality. It can be used for seeding on the farm without recleaning, but for market should be run through a fanning mill. The sheet iron pans are somewhat more satisfactory than the homemade wooden pans and are not expensive. The cost is around \$12. A large number of these pans were purchased in Kentucky in 1924 and considerable seed was saved both for home use and for market.

NEW FEED LAW IN MINNESOTA

If two bills now before the House and the Senate of the Minnesota legislature are approved by those bodies, the fees collected under the Minnesota Feed Law will be considerably reduced.

The bill provides a reduction of 20 per cent in the cost of feed inspection tags, to take effect September 1, 1925. It will reduce the cost of 1,000 official tags for 100-pound bags from \$10 to \$8.

If the bill becomes a law, all feed manufacturers who have feeds registered in Minnesota will be notified by letter and given an opportunity to use up the tags purchased at the old prices.

FEDERAL WEIGHT BILL FAILS

When a bill in the House of Representatives receives a majority of yea votes, it seems only fair to let it pass, but Mr. Roberts, of "Roberts Rules of Order" says differently, so the Federal Weights Bill is temporarily down and out. Representative Vestal, Republican, of Indiana, is sponsor of the bill which would establish Federal weights and measures for flours, hominy, grits, meal, and all stock feeds. He chose to bring the measure to a vote under suspension of the rules which required a two-thirds vote. Therefore, although the vote was 188 for, and only 145 against, the bill failed by 34 votes.

SOUTHARD MANAGEMENT CHANGES

One of the largest, if not the largest manufacturers of poultry feed in Greater Kansas City, is the Southard Feed & Milling Company, of Kansas City, Kan. Through the purchase of stock holdings of C. H. Black and H. S. Hunter in this company, G. W. Selders and F. W. Crane have acquired an interest of 85 per cent in the company. Mr. Selders is president and Mr. Crane is vice-president.

The consideration in this transaction is reported to be \$134,000, and involves the taking over of the management of both the Southard plants. One is in Kansas City, Kan., and the other is the old plant of the Kornfalfa Manufacturing Company, of Kansas City, Mo. The latter mill, it will be remembered, is in the East Bottoms district. The combined output of these mills include horse, cattle and hog feeds, also molasses products, in addition to the poultry feeds.

SCARCITY OF FEED GRAINS OFFSET

While the supply of feed grains on March 1 was the smallest since 1917, it appears that it will be adequate for domestic needs until new crops are available, although continued economics will be necessary. The reduced consumption of feed grains, especially corn, has been largely due to the early marketing of hogs, and the lighter feeding of other livestock, enforced by the low stocks of corn. The supply of corn at the beginning of the crop year, November 1, was approximately 590,000,000 bush-

els below that of the previous year, but during the four months ending March 1 about 245,000,000 bushels of this deficiency had been made up through farm economies and also through the substitution of other grains.

Substitutes for corn were used freely in the Southwest, grain sorghums being plentiful there. In southern states and in the corn belt itself, oats were drawn upon to substitute for corn.

With continued economy in the use of feed grains and a further reduction probable in this spring's pig crop, consuming demand apparently is being adjusted to the smaller supply.

DANES BUY MOST OIL CAKE

Out of 50,741,665 pounds of cottonseed oil cake exported from the United States in February, 47,237,775 pounds of it went to Denmark. That may be taken as one of the reasons why the average cow in Denmark gives much more milk than the average cow in any other country. Germany was the next heaviest buyer, purchasing over two million pounds of cottonseed oil cake and 14,765,264 pounds of oil cake meal.

The Netherlands, though not going in substantially for cottonseed oil cake, bought 46,872,944 pounds of linseed cake in February and about a million pounds of cottonseed oil cake meal. Countries buying oil cake or oil cake meal in excess of 60,000 pounds the second month of 1925 were in the order of shipping volume: Denmark, Netherlands, Belgium, Germany, Norway, United Kingdom, Irish Free State, Canada, and Panama.

200,000 ACRES IN ALFALFA

Minnesota is not resting on its laurels won by Alfalfa production. The farmers have taken the county agents at their word and are giving this legume hay every chance, in all parts of the state, to prove its value. Every Minnesota county but one included Alfalfa growing in its extension work in the past year. F. E. Balmer, state leader of county agents, in his annual statement gives some interesting figures in relating the leaps and bounds in Alfalfa acreage:

"Without doubt Alfalfa production is the most important statewide extension project in Minnesota," says Mr. Balmer. "The number of farmers co-operating with county agents in Alfalfa growing increased from 2,639 in 1922 to 5,696 in 1923, then to 8,029 in 1924. The area planted in direct co-operation with the county agent service increased from 12,629 acres in 1922 to 26,289 acres in 1923, then to 37,600 acres in 1924. Various agencies co-operating in Alfalfa production served to add 85,000 acres in 1924, the total state land in Alfalfa now approximating 200,000 acres."

ADVERTISING CAMPAIGN FOR FEEDS

General advertising campaigns have brought very apparent returns. The "Eat More Bread" ads led the public to eat more bread by their suggestions; the "Have you had your Iron To-day?" increased the sales of raisins.

With these and other successful campaigns as an incentive, the Associated Corn Products Manufacturers have authorized an advertising campaign on gluten feed which will be conducted for three years or longer, as the case may require. It is to be the purpose of the campaign to increase the consumption of this product by educating the public and livestock growers in the advantages of corn concentrated feeds in the feeding of dairy cows, beef cattle, hogs and sheep. The Simpson Advertising Company of St. Louis will direct the advertising which will call for space in farm papers and magazines.

The association is comprised of 11 manufacturers, all of whom are giving the proposed campaign their hearty support. They are Anheuser-Busch, Inc., American Maize Products Company, Clinton Corn Syrup Refining Company, Huron Milling Company, the J. C. Hubinger Bros. Company, Corn Products Refining Company, Penick & Ford, Ltd., Inc., A. E. Staley Manufacturing Company, Union Starch & Refining Company, The Keefer Starch Company, and the Piel Bros. Starch Company.

HAY WEAKER IN NEW YORK

By C. K. TRAFTON

General condition in the hay market continued essentially the same as described in my previous review as almost constantly the volume of business remained limited and virtually everyone concerned was manifesting much dissatisfaction. This was by no means surprising because buyers have continued to display indifference and particularly in common or inferior descriptions which were in ample supply, while strictly choice grades in large bales were in meagre receipt and consequently No. 1 Timothy or choice Light Clover Mixed remained steady.

At the beginning of the month business was virtually at a standstill as buyers were scarce or making lower bids but in spite of this prices did not weaken materially because there was little or no selling pressure for the excellent reason that the receipts were light. In some quarters it was consensus of opinion that many if not all members of the trade were holding off waiting for the opening of navigation, first on rivers and subsequently canals.

Late in March the first boats came down the river and as customary were loaded with ordinary or poor grades and therefore supplies became abundant excepting of superior grades and as a result there was an undertone of weakness excepting in the case of prime Timothy or Light Clover Mixed.

B. L. Shaver succeeds John R. Straus in the flour and feed business at Brewerton, N. Y.

F. G. Swoboda is manager of the Equity Feed & Supply Company at East Troy, Wis.

A feed and grocery business is to be conducted at Walnut Ridge, Ark., by D. L. Gray of Morilton.

A wholesale feed house is being erected at Mt. Holly, Ark., for the Mt. Holly Lumber Company.

R. P. Walker has bought the feed business and grocery of the late M. D. Oakley at Oxford, N. C.

A large warehouse is to be built for the Glenmora Feed Store of Glenmora, La., near the store.

Coal is being handled by H. H. Harkness of Mayville, N. Y., in connection with his feed business.

Buriba & Graham of Farmington, Mo., have sold their feed store to the St. Francois Company.

An addition building is to be erected at Cordell, Okla., for H. R. Rigsbee, feed and seed dealer there.

C. E. Sandefer has bought the wholesale and retail feed store of Jack Vincent, at Dresden, Tenn.

The Mangrum feed and seed business at Oakland City, Ind., has been bought by Raymond C. Kell.

Mrs. P. A. Peterson has sold her feed business at Cove and Vason, Wash., to Charles England, of Seattle.

Capitalized at \$10,000, the McFadden Feed & Milling Company has been incorporated at Kansas City, Mo.

A new feed mill is being erected at Greene, Iowa, for Emil Steer. It will have a capacity of five tons feed per hour.

To deal in flour, feed, lumber and farm products, the Essex Co-operative Elevator Company has been incorporated at Essex, Ill.

The Wanner feed store at Bottineau, N. D., has been bought from George Wanner by Frank W. Lonsbrough, who has taken charge.

The Mastin Feed Mill and warehouse at Oswego, N. Y., has been leased by George W. Smith who will renovate and start a feed store.

The feed business of the late W. H. Whitmore has been bought by J. E. Harris & Co., of Lockhart, Texas. J. E. Harris is manager.

J. H. Crawley, Sr., and R. L. Crawley, Sr., have incorporated at Macon, Ga., as the Macon Flour & Feed Company. Its capital stock is \$10,000.

The Gay Coal & Feed Company of Montgomery, Ala., has secured a lease on a new building in that place and will occupy it as a feed and coal yard.

The retail coal and feed business conducted by Scott & Downing at Bellefontaine, Ohio, has been dissolved. Dwight L. Downing is now operating the business.

The feed and coal business of the Farmers Co-operative Association at New Paris, Ind., has been bought by John Bainter, Jacob Martin and D. W. Weybright.

The W. J. Lawther Mills of Dallas, Texas, feed manufacturers, have been incorporated. W. J. Lawther, I. A. Fridge and T. S. Kelly are interested in the company.

Capitalized at \$100,000, the K. M. Swearingen Company has been incorporated at Salinas, Calif.,

to deal in feed and produce. The company will take over the Blackie Company and contemplates the erection of a large feed mill, equipped with the latest machinery.

A feed store is to be opened at Burlington Junction, Mo., by W. W. Jones. Machinery will be installed and a mill will be run in connection with the feed store.

A new feed and flour house and cob house have been built for the E. C. Wegener Grain Company of Minco, Okla., and a truck lift, motor and Jay Bee Mill installed.

The Board of Trade of Vancouver, B. C., recently made the announcement that a copra and soya bean crushing plant is to be built at that place, with a cost of \$100,000.

A distributing business, handling flour and poultry and stock feeds, is to be conducted by the Rasche Flour & Feed Company of Carbondale and Zeigler at Centralia, Ill.

The interest of Paul M. Lorinc in the Farmers Cash Feed Store at Pine Bluff, Ark., has been taken over by his partner, J. M. Prislowsky. Mr. Lorinc will deal in carload lots of hay.

The Crews Flour & Feed Company at Little Rock, Ark., owned for many years by C. E. Crews is being sold by him. Mr. Crews will enter the wood products manufacturing business.

The Clearwater Feed & Supply Company, Clearwater, Fla., has been bought by J. C. Craig of Montgomery, Ala. The business has for some time been conducted by Frank Williamson.

G. E. Penland, J. A. Curtis and E. W. Stees have incorporated as the Illinois Sugar Jack Company of Chicago, Ill., to manufacture and deal in livestock and poultry feeds and grain.

New machinery is being installed in the new feed mill of the Oneida Farmers Co-operative Company of Oneida, Ill. The plant costs between \$8,000 and \$9,000. C. M. Brown is manager.

Eugene F. Morris is now in charge of the sales of Gold Medal feeds offered for Buffalo shipment. Previously he had been in charge of feed sales in Iowa, for the Washburn Crosby Company.

Everett E. Roquemore has severed his connections as advertising manager with the Arcady Farm Milling Company of Chicago, Ill., and is with the J. J. Badenoch Company of Chicago.

A general grocery and millfeed business is to be conducted at Endicott, Wash., by C. W. McFarland and his son, L. W. McFarland. Mr. McFarland is proprietor of the Colfax Grain & Feed Company, Colfax, Wash.

A new workhouse is to be built to the mill of William O. Goodrich Company of Milwaukee, Wis., linseed crushers. The addition will be built for flax seed and will increase the storage from 140,000 to 190,000 bushels.

A general jobbing business in feed materials of all kinds, such as mill feeds, oil meal, cottonseed meal, Alfalfa meal, tankage, and other products is to be conducted at Chicago by a new firm known as R. E. Page & Co.

The plant of the Badger Dairy Company at Burlington, Wis., is being equipped with machinery by the Murphy Products Company of Delavan, Wis., manufacturers of cattle feeds. It will be put into operation by May 1.

A large warehouse is to be built at Hynes, Calif., for the Consumers Feed & Fuel Company of Long Beach, composed of H. L. Frantz, D. E., H. M. and E. M. Sheller. They have moved the business to Hynes from Long Beach.

The Wisconsin Mineral Products Company has been incorporated at Appleton, Wis., to conduct the manufacture of feeds, etc. Dr. O. N. Johnson, Ida H. Johnson and Gustave J. Keller, attorney, are named as incorporators.

The Clearwater Lumber & Supply Company was recently incorporated and has taken over the Orofino, Idaho, branch of the Madison Lumber Company. The company will handle lumber, fuel, flour, feed, hay and building material.

Charles S. Kennedy has resigned his position as manager of the traffic department and buyer of feed and grain used in the mixed feed department of the Quaker Oats Company at Memphis, Tenn. He is to be general manager of John Wade & Sons.

The warehouse, stock and business of the Carpenter & Wakefield Company at Baraboo, Wis., feed and flour dealers, has been sold to the Gust Coal & Supply Company. S. E. Wakefield is retained as manager of the flour and feed department.

Application has been made recently by the following for permits to sell milled feeds in Oklahoma: Washita Mill & Elevator Company, Washita, Okla., J. M. Whitehead, Maysville, Okla., Tyler & Co., Junction City, Kan., and Hillsboro, Roller Mills, Hillsboro, Kan.

The feed mill and elevator of the Parry Products Company of Milwaukee, Wis., have been taken over by the Ladish-Stoppenbach Company whose

elevator was destroyed by fire at Jefferson Junction. William C. Bienfang will be in charge of the production at the Milwaukee mill which has capacity of 10 to 15 cars a day.

The mill of Lon Lycan at Lafayette, Ky., which burned, is to be rebuilt this year. It was operated on corn and feed and had capacity of 50 barrels.

A feed, flour and produce business is to be conducted at Chatsworth, Ill., by the Gray Produce Company in a building purchased by John Bergan.

The interests of Roy J. Wigton in the feed business at Batavia, N. Y., has been bought by G. Leon Schultz of Batavia, his partner. Ralph E. Bailey is now associated with Mr. Schultz and they will operate as Schultz & Bailey. A new mill site is being sought as the present lease is to expire soon.

NEW FEED BRANDS

"SPEAR" stock and poultry feeds. Southard Feed & Milling Company, Kansas City, Kan. Filed October 27, 1924. Serial No. 204,483. Published January 6, 1925.

"E G E CO" dairy, stock and poultry feeds. Empire Grain & Elevator Company, Binghamton, N. Y. Filed December 20, 1924. Serial No. 207,000. Published March 17, 1925.

"E GEE" dairy, stock and poultry feeds. Empire Grain & Elevator Company, Binghamton, N. Y. Filed December 20, 1924. Serial No. 207,000. Published March 17, 1925.

"HONOR DAIRY FEED" dairy feed. The Ladish-Stoppenbach Company, doing business as The Ladish Company, Milwaukee, Wis. Filed October 20, 1924. Serial No. 204,176. Published March 17, 1925.

"UNIVERSAL" dairy feeds, horse feeds, hog feeds and poultry feeds. American Milling Company, Peoria, Ill. Filed August 25, 1924. Serial No. 201,827. Published March 24, 1925.

"T SQUARE" prepared feeds for livestock, poultry feeds, dairy feeds, horse and mule feeds and mill feeds. Thibault Milling Company, Little

NEVERFAIL

CHERRO



T-SQUARE



UNIVERSAL

E-GEE



FEED-O-LAC

Delano Poultry Grit

Holsum

Rock, Ark. Filed December 30, 1924. Serial No. 207,480. Published March 31, 1925.

"FEED-O-LAC" poultry and stock feeding food. Western Maryland Dairy, Baltimore, Md. Filed February 3, 1925. Serial No. 209,072. Published April 7, 1925.

"CHERRO" poultry and stock feeds. Cherry City Milling Company, Salem, Ore. Filed January 3, 1925. Serial No. 207,615. Published April 7, 1925.

Not Subject to Opposition

"DELANO POULTRY GRIT" poultry food. Delano Poultry Grit Company, Rockland, Maine. Filed November 24, 1923. Serial No. 188,788. Published and registered January 6, 1925.

"HOLSUM" dairy feed. J. S. Gordon, doing business as J. S. Gordon & Co., Beaumont, Texas. Filed December 11, 1924. Serial No. 206,573. Published and registered March 10, 1925.

"NEVERFAIL" dairy, stock and poultry feeds. Empire Grain & Elevator Company, Binghamton, N. Y. Filed December 20, 1924. Serial No. 207,001. Published and registered March 17, 1925.

Trademarks Registered

196,127. Poultry, hog, horse, rabbit, and cattle foods; etc. C. C. Collins Company, Santa Anna, Calif. Filed June 18, 1924. Serial No. 193,731. Published December 30, 1924. Registered March 10, 1925.

196,297. Poultry and stock foods. B. H. Matteson, Oakdale, Calif. Filed October 27, 1924. Serial No. 204,465. Published December 23, 1924. Registered March 17, 1925.

196,490. Stock and poultry feeds. Southard Feed & Milling Company, Kansas City, Kan. Filed October 27, 1924. Serial No. 204,483. Published January 6, 1925. Registered March 17, 1925.

196,614. Food for poultry, game and birds. Spratt's Patent (America) Limited, London, England, and Newark, N. J. Filed September 24, 1924. Serial No. 203,013. Published December 23, 1924. Registered March 24, 1925.

The Grain Market Situation

By G. A. COLLIER

Bureau of Agricultural Economics, United States Department of Agriculture

FOLLOWING the sharp decline during the latter part of March and the first week of April, which carried the prices of bread grains 70 cents below the high point reached in January and corn and oats prices to the lowest point of the crop, the market strengthened materially and at this writing, April 11, the market for all grains is apparently in a firmer position than for some time.

A material reduction in the world's exports and also in the world's commercial stocks, together with the unfavorable development of the Winter wheat crop in the United States, have been the principal strengthening factors. The average condition of Winter wheat in the United States on April 1 was 68.7 per cent of a normal compared with 83 per cent on April 1 of last year, and 81.2 per cent, the average condition on April 1 for the past 10 years, according to the estimates of the United States Department of Agriculture. Assuming the average abandonment of acreage and the average influences on the crop to harvest, the condition on April 1 would forecast a production of about 474,255,000 bushels which would be about 115% million bushels less than the Winter wheat crop last year.

Prospects for the Winter wheat crop in other countries of the Northern Hemisphere are generally favorable with the exception of India and Russia. In India unofficial reports confirm some damage by drouth, while in Russia considerable loss from winter killing is reported. Based upon the April 1 estimates for the United States, and average yields for the other countries reported, the Winter wheat crop in the Northern Hemisphere this year would be about 6 per cent less than in 1924.

Spring wheat seeding made rapid progress during the week in the United States. The seeding was nearly completed in southern Minnesota and was in full swing in North Dakota, with some of the early sown up in South Dakota. Spring seeding was also progressing rapidly in Canada and in European countries under favorable conditions.

The movement of wheat into commercial channels has fallen off materially, and the world's exports recently have been decreasing at the rate of about 2,000,000 bushels a week. The movement from the Southern Hemisphere has fallen off particularly from Argentina, and the amount of wheat on ocean passage has also been materially reduced.

In the United States the receipts of cash wheats in the markets have been light. Stocks on farms are small and farmers have not been inclined to market their wheat at the lower prices. Farm work has also restricted country movement, and arrivals at the markets have not been equal to the current demand, making it necessary to take increasing amounts of wheat from storage. This has reduced the stocks in the markets nearly one-half from the maximum amount reached early in December. The visible supply in the United States is now practically the same as at this time last year, with farm and country elevator stocks from which the supply must be replenished considerably smaller than last year.

The cash wheat markets have advanced with futures, and premiums, particularly for the Hard Winter wheat have been increased. Receipts of Spring wheats in the principal markets have been below the mill requirements, and No. 1 Dark Northern is selling at this writing at 3 to 48 cents over the May future price, the bulk of the sales, however, range from 3 to 34 cents over. The Durum wheats during the past few weeks have been comparatively firmer than other classes of Spring wheats, and the milling demand has been urgent for the limited spring offerings. At the close of the week ending April 11, No. 1 Amber Durum was selling at 5 to 45 cents over the Duluth May price. The firmness in the Durum market has been caused partly by the short crop in other countries. Harvest time for the new crop, however, is near in North Africa and latest reports of conditions are favor-

able. Good harvests in those countries will influence considerably the Durum wheat markets of southern Europe which have been active buyers of Durum wheat in the United States during the past year.

The highest premiums on the crop were paid during the current week for Hard Winter wheat at Kansas City, 12 per cent protein being quoted in that market at 11 to 13 cents over the May price, with 12½ per cent protein at 16 to 20 cents over, and 13 per cent protein at 20 to 22 cents over in May, with fancy lots of 14 per cent protein selling as high as 25 cents over. The demand for flour continues rather dull, and there has recently been practically no export demand for Hard Winter wheat, but the milling demand for wheat continues active and has exceeded the limited offerings during the past few weeks. Recent rains have improved conditions in the dry sections of the Hard Winter area, but conditions are still poor, as shown by the Government report.

Red Winter wheat has advanced with other classes and No. 2 Red Winter is selling at the principal markets at a premium of 10 to 15 cents per bushel over comparable grades of Hard Winter wheat.

LARGE SALES OF RYE FOR EXPORT REPORTED

The rye market has advanced with wheat, but considerable firmness has been occasioned lately by reported sales of a large number of the stocks held at Baltimore. Sales of about 6,000,000 bushels were reported made to Russia for shipment during April. Export inquiries were received at other markets also, and a material reduction in commercial stocks may be expected as this grain is exported. Commercial stocks are now practically the same as at this time last year, but the world supply is much smaller than last year, which will probably cause a rapid absorption of the surplus in this country.

The condition of the rye crop is much better than that of wheat, and on April 1 was estimated at 84 per cent of a normal compared with 83.5 per cent on April 1, 1924. This condition forecasts a production of approximately 61,652,000 bushels as compared with an estimated production in 1924 of 63,446,000 bushels.

The corn market has been relatively firmer than that for other grains during the recent advance. A favorable ratio between corn and hog prices and the light receipts at the markets have been strengthening factors. During the past week the demand at practically all the markets has become more active and greater than the current offerings, resulting in a material reduction in the stocks at the markets. Southern mills have bought wheat corn more freely, and more activity is reported in the demand for cornmeal. Considerable corn has also been bought back from the central western markets for feeding in Iowa and other northern states where the crop was short this year.

With the supply of corn on farms much smaller than last year, farmers have not been inclined to dispose of their surplus at the lower prices. Since the advance, however, farmers have been busy with their farm work and the country movement continues very slight.

OATS STOCKS DECREASING

While the oats market has regained less of its recent loss than other grains, it has strengthened considerably and demand has become more active. Receipts have become much smaller, and a larger surplus in the markets which totaled about 75,000,000 bushels in February has been reduced about 15,000,000 bushels. With the larger stocks on farms, however, the supply of oats is still larger than last year, and an active demand will be necessary to absorb the available supply before the new crop is available. Oat seeding is practically completed in the United States and the weather has been favorable for the seeding of a large acreage. In the South the weather has been favorable for the growth of the crop, except in the dry west gulf area.

JUDICIOUS BUYING

By TRAVELER

In a trip through southern Ohio, recently, I met a wire-fence salesman who calls upon a large number of co-operative elevators. Like most men on the road today, he was not very enthusiastic about doing business with the managers of co-operative plants. He very much preferred dealing with the independent operators.

At first glance, one would be inclined to say that the "knights of the road" were just a little bit prejudiced in this regard, but a little study of the matter seems to prove their case.

This salesman cited his most recent experience with a co-operative manager. He had called upon him in the interest of his company, soliciting orders for wire fence. When the salesman quoted his prices, the manager took exception, stating that the prices given him were no different from those quoted regular merchants.

"Why certainly not," said the salesman. "Why should we give you a better price than other merchants? It would not be fair to them. We try to treat all alike."

"Well, if that's the case," said the manager, "you can't do business with me, because I've got to buy cheaper so as to sell cheaper than anyone else here. That's the only reason for the existence of co-operative companies. They must sell their members merchandise cheaper than they can buy it elsewhere."

The salesman, seeing what he was up against and knowing that argument would be useless, resorted to tact, and apparently fell in with the manager's way of thinking, with the result that before he left he had secured a nice order at lower quotations—of course, the goods to be delivered was of correspondingly lower quality.

The particular point to be remembered in this case, is this: the manager was not qualified as a buyer of wire fence, or the salesman could never have handled him in this way. A regular dealer would have insisted upon a better grade, but, on the other hand, would have been satisfied if the quotations given him were in line with those given to his competitors.

The buying of any commodity to sell again is the big end of any merchandising business, and that is equally true of the retail end of the elevator business. But the great trouble there, especially with the co-operative companies, is that the men selected as managers rarely have had sufficient business experience to give them a proper idea of values.

The manager of an elevator today has a position of real responsibility, and the position should carry with it a salary that would insure the employment of men of exceptional ability, as this policy, in the end, would justify itself from an economical standpoint.

There is good money to be made in the retail end of the elevator business, in fact, an elevator cannot be successfully conducted today without it; but great care and keen judgment must be exercised in purchasing, and, as nearly as possible, only goods having quick turn-over should be handled.

Various selling points for expediting the movement of stock should be put into effect; but this is a subject for another article, and will be treated at length in another issue.

EARLY this year the Roumanian Government decided to prohibit the export of wheat and all its products. Prior to the war, Roumania held a leading place as a grain exporter, and paid nearly all of its imports with grain. It has now lost this position, and there is doubt of its satisfying the home market.

IT IS calculated that the native bread grain crops of Latvia amounted to about 240,000 tons this year or about 9,000,000 bushels. The Government aims to buy 50,000 tons of wheat from abroad, about 1,800,000 bushels, believing this will be sufficient for the year's consumption. It has been decided that the Government shall build up a large grain reserve of many million bushels, against unexpected advances in prices.

ASSOCIATIONS

PEORIA TO BE HOST OF ILLINOIS GRAIN DEALERS

A centrally located town, combining both the scenic and historic interest with the requisite commercial facilities for a good convention was chosen by the Illinois Grain Dealers Association when it named Peoria as headquarters for the 1925 convention, which will be held on May 5 and 6. Suitable opportunity will be afforded those who attend to enjoy their visit during the time when the meetings are not in session, and the accommodations will be such that business can be conveniently transacted and economy observed. The Gold Room of the Hotel Jefferson will be the scene of activity and officers of the association are preparing in advance for a good attendance.

Peoria is essentially a city of homes. The main residential streets compare favorably with like sections of any other city of the same or larger size, and both good architecture and comfort prevail. There are no slums and even the poorer neighborhoods are well laid out and present a better than average appearance.

Its location in relation to the business of the state has been one of the leading factors in establishing Peoria as a prosperous municipality. It is

seat of St. Clair County by special act of Congress, and from that time its development has been broad and on a generous plan.

Along the line of park and street development the city has been especially active, and there are a number of parks which aggregate an unusual acre-



THE SKY LINE OF PEORIA, ILL.

age for a municipality of the size. The scenic features of the recreational sections such as these parks and the boulevards afford interesting possibilities in the way of automobile tours in the town, and amusement places are sufficiently numerous to assure those who are visiting that they need not have a dull time in their leisure moments.

The Board of Trade of Peoria was instituted in

formulated by the National association and was the very first to adopt the Government corn grades.

The present convention of the Illinois Grain Dealers Association will convene at 10 o'clock the morning of May 5 in the Gold Room, at the Hotel Jefferson. The delegates will be welcomed by Louis Mueller, the mayor-elect of Peoria, after which the president's annual address and the secretary's annual report will be heard. This part of the program will be followed by luncheon, and after that the afternoon session will be opened with an address on "National Legislation", by President Horner, of the Grain Dealers National Association. A representative of the Internal Revenue Bureau

will make a speech on "Taxes" and will discuss all phases of the income tax law. This will give anyone present who has tax problems an opportunity to get reliable information such as is desired, as a representative who will talk to the meeting is being sent by Senator William B. McKinley and will be no ordinary clerk, but a man who can speak authoritatively.

Secretary W. E. Culbertson says he is also trying to secure Dr. Duval, of the Grain Futures Administration, Department of Agriculture, to discuss "Grain Futures". The complications arising from the recent promotion of Dr. Duval have made it difficult to get a definite assurance as to what dates he may have available, but it is hoped that he can make the appointment in Peoria. On the morning of the second day of the convention a speaker will be furnished by the Western Railways Association, and there will be a discussion of transportation problems. It is possible that other attractive speakers will be added to the program, but at the time of going to press the program had not been completed.

On the evening of the first day a banquet will be held at the headquarters hotel, and the principal speaker will be Hon. Henry T. Rainey, member of Congress, Carrollton, Ill. Plans for entertainment and the comfort of the members are being carefully worked out, and the officers hope that as many members as can do so will be in attendance.

WESTERN GRAIN DEALERS TO MEET IN DES MOINES

The two-day annual convention of the Western Grain Dealers Association will open April 21 at Des Moines, Iowa, with headquarters at the Hotel Fort Des Moines. The proceedings will open with the president's address by J. R. Murrell, Jr., of Cedar Rapids and the secretary-treasurer's report by George A. Wells of Des Moines. F. G. Horner, president of the Grain Dealers National Association, will speak. J. H. Mehl, grain exchange super-



RIVERSIDE DRIVE, PEORIA, ILL.

so situated that it is readily available to the coal fields of Illinois and cheap power has been a natural result. Its commercial strength gains added force from the fact that the city is the logical center of the grain trade in a very fertile section. Added to these features is the fact that it is an excellent shipping point. As a result the amount of capital invested and the number of laborers employed run into impressive figures, and each year the figures grow larger.

The manufacturers are of too great a variety to mention, and being a distributing center, they are constantly increasing. Considerable might be said as to the provisions made for industrial switching at Peoria. Both the time element and the item of economy in transportation come in for some recognition in this connection, and all this points to one essential fact—the importance of the grain interests of the city.

The historic significance of the city originated when Joliet and Marquette went on their missionary journey and passed this point. Later La Salle established Fort Creve Coeur on the site in 1680, and thereafter for 150 years Peoria shared with other frontier posts a record of Indian wars and desolation. In 1833 Peoria was made the county

1869. Its membership includes some of the best known merchants in the country, several of them having established enviable reputations in the larger markets as well. During the 55 years of its activity the Board has had few changes in secretaries and treasurers and has had unusually stable administration. Peoria has always been among the first markets to adopt grain and hay grades as



PEORIA'S BUSINESS DISTRICT

visor at Chicago, will talk on "The Grain Futures Act," discussing hedging, storage and carrying charges; J. H. Henderson, of the Commerce Council of the State of Iowa, will address the meeting on "Railroad Elevator Site Leases;" and general discussion by the members will also be the order of business.

The open meeting of the second day will enter into general discussion on such topics as cost of operating country elevators, reasonable buying margins, feed grinding and sidelines, use of radio by country elevators, and improvement of fire hazards. A banquet will be held at the headquarters hotel the first night, at which Dr. C. F. Faurst, of Iowa City, and a member of the Department of Philosophy and Psychology of the State University of Iowa, will speak. Special entertainment features are being planned, and the convention is expected to be both instructive and productive of pleasure to those who attend.

CONVENTION CALENDAR

April 21-22.—Western Grain Dealers Association, Hotel Fort Des Moines, Des Moines, Iowa.

April 27-29.—National Scale Men's Association, Indianapolis, Ind.

May 5-6.—Thirty-second annual convention Illinois Grain Dealers Association, Hotel Jefferson, Peoria, Ill.

May 7.—Missouri Grain Dealers Association, American Annex Hotel, St. Louis, Mo.

May 7-9.—Annual convention of the American Feed Manufacturers Association, Roosevelt Hotel, New Orleans, La.

May 18.—Annual meeting Panhandle Grain Dealers Association, Amarillo, Texas.

May 19-20.—Oklahoma Grain Dealers Association, annual meeting, Oklahoma City, Okla.

May 21-22.—Kansas Grain Dealers Association, Wichita, Kan.

May 22-23.—Texas Grain Dealers Association, Texas Hotel, Fort Worth, Texas.

June 9-11.—American Seed Trade Association, Los Angeles, Calif.

June 22-23.—Wholesale Grass Seed Dealers Association, Chicago, Ill.

June 23-24.—Ohio Grain Dealers Association, Toledo, Ohio.

June 25-26.—Mid-summer meeting Indiana Grain Dealers Association to be held at Michigan City, Ind.

July 20-22.—Southern Seedsmen's Association, Memphis, Tenn.

July 28-30.—Thirty-second annual convention of the National Hay Association, Hotel Breakers, Cedar Point, Ohio.

October 12-14.—Annual convention of the Grain Dealers National Association, Hotel Muehlebach, Kansas City, Mo.

October 12-14.—United States Feed Distributors Association, Kansas City, Mo.

FARMERS GRAIN DEALERS OF NORTH DAKOTA MEET

Considerable satisfaction was expressed by those who attended the fourteenth annual convention of the North Dakota Farmers Grain Dealers Association at Bismarck, N. D., March 24, 25 and 26. President R. F. Gunkelman addressed the meeting at its opening, responding to F. L. Conklin, president of the Bismarck Association of Commerce, and said in part:

The past year saw the introduction of uneconomic and socialistic legislation, proposed by selfseeking politicians and supported by impractical theorists. Legislation that would have destroyed the open market we today enjoy. Through the efforts of the grain trade and through the co-operation of leaders in agriculture, this legislation has been disposed of to the satisfaction of the great majority of farmers, who today recognize the great service rendered by the grain trade in winning this battle. The farmer today is reaping the benefit from the defeat of such legislation.

Recently there adjourned in this state a legislature, of whose record the state can hardly be proud. It seemed to me more of a trading place than a law making body. In this a purely agricultural state, it should not be necessary for our organization to maintain at considerable expense a legislative committee, to protest against measures detrimental to our business, or to lobby for measures needed to protect our customers, and the owners of our business. However, we were unable to secure the passage of a warehouse act to control and supervise the handling of grain. Our organization represents 75,000 farmers, owners of the largest single industry save farming itself, within the state. Still certain members of our legislature introduced legislation tending to give unfair advantages to certain interests, that have found that they cannot compete with the service and marketing agencies now afforded the farmers through our local elevators.

Perhaps we as grain dealers have been at fault. Through lack of an educational program, we have failed to give our farmer customers the means of acquainting themselves with all angles of the grain business. We should explain to the farmer the working of the great marketing machine we use in selling the grain we buy. The farmer should know that here in America we have today a marketing organization exacting the smallest margin between producer and consumer, exacted in any country by any trade. We have given to the producer an open market where buyer and seller meet. Where they can buy or sell in any quantity, for any delivery, at any time. Where the producer can get cash for his product when it is

delivered. Where contracts are enforced and safeguarded, in such a way that it has been easy to establish credit. Where grading and weighing are done under state authority, and checked so there is little chance for error or dishonesty. We are not saying that there is no chance for improvement in this system; to the contrary, it is the belief that improvements can and will be made. By doing away with duplication of effort in selling and distribution, waste can be eliminated and savings effected for the producer. We need to study and introduce more efficient operation of country elevators. Transportation can be simplified and perfected, thereby reducing freight charges. The use of waterways where available and the digging of a Great Lakes-St. Lawrence deep waterway should have our support.

Professor L. R. Waldron, plant breeder of the North Dakota Agricultural College spoke on "Wheat and Wheat Breeding," and some of his comments on crossing Kota and Marquis wheats are referred to elsewhere in this issue. The main speaker in the evening that day was Governor A. G. Sorlie of North Dakota. He implored those present to admonish farmers to stick to Hard wheat and let the Durums and Soft varieties alone. O. L. Spencer, general manager of the State Mill and Elevator at Grand Forks, spoke on conditions in that institution. A number of others spoke, including E. W. Feidler, chairman of the Wisconsin Warehouse Commission, and there were general discussions of grain problems.

S. A. Garver of Fortuna, N. D., was elected a director at large; A. M. Thompson of Cogswell was elected director from the first district; J. R. Maddock, of Maddock, from the second district, and J. S. Stephens, of Falkirk, director from the third district. The directors then met and re-elected R. F. Gunkelman, president, and P. A. Lee, secretary for the coming year.

KANSAS FARMERS DEALERS MEET

The Farmers Grain Dealers Association of Kansas held its thirteenth annual meeting in Hutchinson, Kan., February 25 and 26. O. W. Swanson, of the Kansas State Agricultural College, was among the principal speakers.

J. W. Brown of Larned was re-elected president of the Association, M. H. Rice of Delphos was elected vice-president and R. E. Lawrence of Hutchinson, secretary. The directors who were elected for three-year terms included H. R. Howell, Marletta; A. C. Keller, Minneola, and Thomas Bragg, Dodge City.

MISSOURI CONVENTION SCHEDULED FOR MAY 7

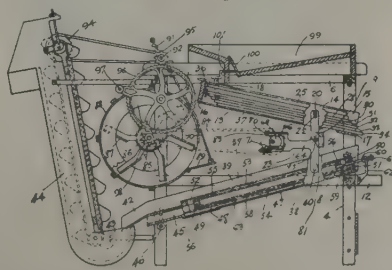
The eleventh annual convention of the Missouri Grain Dealers Association will be held in St. Louis, Mo., with headquarters at the American Annex Hotel, on May 7. Secretary D. L. Boyer says in his official notice that there will be a morning and afternoon session and they will be devoted to strictly business discussions. He has suggested that if any of those who are to be present want a particular question discussed, it will be included in the program and someone well informed on the subject will be secured to lead the discussion. The association expects to make the meeting as beneficial as possible to the grain dealers and is urging that all who can possibly do so arrange to attend the one-day session which has been planned.

GRAIN TRADE PATENTS

Bearing Date of February 10, 1925

Machine for cleaning grain.—Edmund Cornelius Traves, New Westminster, B. C., Canada. Filed June 23, 1922. No. 1,525,834. See cut.

Claim: In a machine of the character described, a grader comprising a pair of superposed spaced and longitudinally reciprocable screens and a pair of superposed screens immovably mounted between the



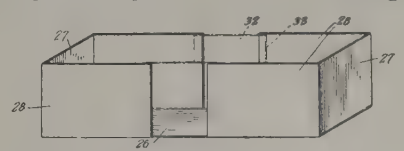
spaced screens and in rubbing contact with the same, the reciprocable screens and the immovable ones being perforated according to grading sizes.

Bearing Date of February 17, 1925

Car liner.—Herman Ringel, Newark, N. J. Filed April 5, 1923. No. 1,527,080. See cut.

Claim: A car liner comprising a strip of waterproofed two ply creped and pliable, puncture and fracture resisting paper disposed over the floor and ends of the car, and side elements of similar material cemented to the edges of said strip, having spaced

inner ends to correspond to the car door openings, and a separate strip of like material extending from



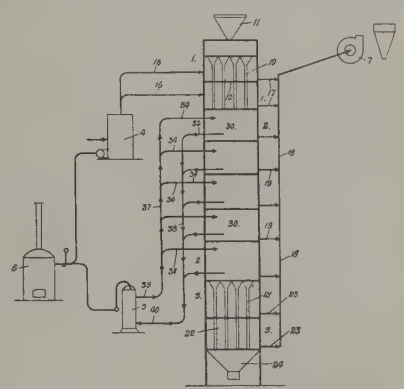
the upper edges of said side elements over said floor covering and attached thereto.

Bearing Date of March 3, 1925

Grain car door.—Harry W. Larson, Pingree, N. D. Filed July 12, 1924. No. 1,528,670.

Apparatus for drying and conditioning grain and similar granular substances.—Wilfrid Nield Robinson, Rochdale, England, assignor to Thomas Robinson & Son Limited, Rochdale, England, a limited liability company of England. Filed February 9, 1924. No. 1,528,696. See cut.

Claim: Apparatus for drying or conditioning grain or similar substances, comprising an upper part adapted to cause the material to pass through it in streams and to permit air to be passed through said streams, an air heater connected with said part for heating the air supplied to it; a section below same

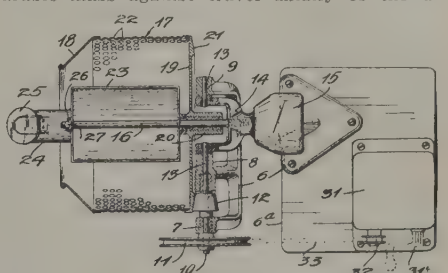


containing a multiplicity of internally heated vessels over the external surfaces of which the material from the upper part flows or passes in its descent through the apparatus or machine, and air inlet and outlet openings in the walls of the part adapted to permit the passage of air through same and the material.

Bearing date of January 6, 1925

Grain separator.—Clarence W. Carter, Minneapolis, Minn., assignor to Carter-Mayhew Manufacturing Company, Minneapolis, Minn., a corporation of Minnesota. Filed February 26, 1923. No. 1,521,929. See cut.

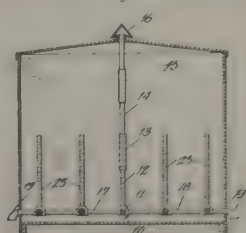
Claim: A separator comprising an approximately horizontal internally pocketed rotary drum having internal end contractions for holding the commingled separable mass against travel axially of the drum,



and a hopper within said drum into which certain of the selected materials will be delivered by said drum, said third bolting reel to said second pair of reduction removable from its support by movement away from the same and being replaceable by movements towards said support.

Grain ventilator.—William S. Hiestand, Yates Center, Kan. Filed June 22, 1921. No. 1,522,186. See cut.

Claim: A grain ventilator for a closed storage bin comprising a master joint located near the floor of the bin, horizontal ventilating pipes radiating from opposite sides of the said master joint, vertically disposed ventilating pipes carried by the said horizontal pipes and being in communication therewith, a central vertical ventilating pipe extending upwardly from the top opening in the said master joint, said vertical ventilating pipes being perforated circumferentially throughout their length and said horizontal ventilating pipes being perforated only on the undersides thereof,



an air-intake nozzle on the outside of the said bin and connected to one of the said horizontal ventilating pipes and an imperforated air-vent pipe having its inner end telescoped in said central vertical ventilating pipe and its outer end projected exteriorly of the top of the said bin.

FIELD SEEDS

EASTERN MARKET GOOD

The season opened up unusually early this spring and there has been a good demand for all field seeds with the exception of Red Clover which was far below the usual standard. Importations of Red Clover have been exceedingly small and the writer does not recall, in a number of years, when stocks in the East have been as light as at the present time.

There has been an unusually good demand for Alsike as well as Alfalfa and Sweet Clover and from present indications it looks as though the season will close with very little carryover of these seeds, if any.—*Nungesser-Dickinson Seed Company, New York City. Letter of April 9.*

SEEDS IN INDIANA

There is very little to be said about the seed business in this locality. We raised no Clover seed last year.

We have had a very satisfactory trade on seed for the past six weeks. There has been more Alsike seed bought and sold than we ever knew of. Also a very large acreage of Sweet Clover. There has been less Red Clover used than any year in our 25 years experience in the business. The Alfalfa trade is not equal to last year's trade but the Timothy seed trade has been fully up to normal.

We will not carry over a pound of Alsike seed, probably 50 to 100 bags of Red Clover. Timothy seed is well cleaned up. Country elevators are bare of all kinds of seed that we know anything about.

There are some soy beans in the country but they will be wanted.

Our wheat in Indiana is the poorest we have seen it for a long time. In northern and central Indiana, in our opinion 75 per cent of the growing wheat has already been put in oats or will be. If this dry weather lasts a week or 10 days longer, 50 per cent of what is left will be put in corn. Wheat is dying just as fast as it can die.

The growing Clover sown a year ago looks good. It is thick on the ground and is nice and green. The Alfalfa fields seem to be badly frozen out. Timothy meadows are poor and a lot of them will be plowed up and put in corn.—*Goodrich Bros. Hay and Grain Company, Winchester, Ind. Letter of April 8.*

SEED INSPECTION IN CANADA

More samples of grain than ever before are being tested this year by the Dominion Seed Branch, in Calgary. In January 2,521 samples were received, and in February 1,735. This is about one-third more than were tested in the corresponding two months last year. Large numbers of samples are still being received by the branch. At the present time more inspectors are being added to the staff so that a close check can be made throughout the entire district to ascertain the quality of the seed for sale to farmers; at the same time the inspectors check the quality of commercial feedstuffs and fertilizers being offered to the public as those products were all controlled by acts administered by the officers of the local branch.

COST OF THE DISTRIBUTION OF SEEDS

When a farmer sells potatoes for 50 cents a bushel, and the consumer pays \$1 in a city not far away, the difference in prices is charged up to "cost of distribution."

If this cost in a farm commodity equals the return to the farmer, thus doubling the price to the user, experience has proved that it is moderate. Oftentimes it is much greater.

If, then, the same farmer sells country-run Timothy for \$6 a bushel, and is offered Timothy 99½ per cent pure for \$7, with the \$1 markup covering the expense of buying, cleaning, distributing and selling the tested seed, with all profits included, what does this prove? Surely, that seedsmen handle their branch of the agricultural industry on as small a margin as any that can be cited.

Potatoes are sold to the consumer as they come from the farm. There is no cleaning, testing, analyzing, and no certification of purity or germination. With Timothy, it is another story entirely. Country-run Timothy contains large quantities of chaff, sticks, dirt, and other inert matter as well as weed seeds in varying quantities. Ninety per cent of the demand for field seeds is for a purity of 99 per cent or better; and to obtain this, the seedsmen is compelled to put his purchases through a milling process requiring a large investment and operating expense, and involving a heavy shrinkage.

The small margin between the raw and finished product in the seed industry is evidence of the effi-

cient organization which this branch of agriculture has reached. This statement, of course, refers to the merchandising of quality seeds by reputable houses, and not at all to the speculators and cut-rate dealers, whose margins are much greater, though their prices may be less.

ALBERT DICKINSON DIES

Albert Dickinson, head of the great seed company that bears his name, in Chicago, died April 5 at his home in Orange City, Fla. He was 84 years of age and had practically retired from active business in 1912. Death came after he had been in a state of coma for several days, though he had enjoyed all apparent good health prior to that time. Funeral services were held in Orange City, arrangements being made to bring his remains to Chicago for permanent burial.

Mr. Dickinson was born in October, 1841, in Stockbridge, Mass., and was of Quaker parentage, a first cousin of Susan B. Anthony. He went to Chicago at the age of 14 and was a member of the first class that graduated from the Chicago High School. During the Civil War he served in the famous Board of Trade outfit, Taylor's battery, for over a period



THE LATE ALBERT DICKINSON

of three years and three months. He saw a great deal of service, and was in the engagements at Frederickstown, Fort Donaldson, Shiloh, Siege of Corinth, Chickasaw Bayou, Arkansas Pass and Vicksburg, and was discharged in 1864.

After the war he was a grain buyer in Iowa for a few years, and in 1869 he went in business with his father in Chicago. His father died a few years later, and in 1887 the Albert Dickinson Company was incorporated. Mr. Dickinson served as its president for 25 years, during which time he built up the largest grass seed business in the world. He married Miss Emma L. Benham in 1911 and since that time has made his home in Florida, though he spent a good deal of time in travel. He was a member of the Union League Club of Chicago, Chicago Athletic Association, and a director of the Academy of Sciences. He donated a library and building to Orange City.

FIELD AND GRASS SEEDS ACTIVE IN NEW YORK

By C. K. TRAFTON

The continuance of favorable weather over a wide area resulted in an additional large business in field seeds early in the month under review. In fact, trade assumed full spring-time proportions at an unusually early date, with the result that signs that the large order season was at an end also began to appear before the usual time. However, the majority of large distributors were not inclined to grumble over this falling-off in activity as the lull gave them a chance to catch up with their old orders, the handling of which necessitated considerable over-time work. Moreover, as these shipments caused further reductions in stocks which were already light, there was no necessity for them to shade prices in an effort to stimulate further business, and hence prices in the majority of cases are the same as those quoted a month ago, or higher. In the case of various foreign items this firmness was also traceable to the virtual impossibility of replacing in primary markets on anything like a workable basis. Their confident attitude was also owing to the fact that the slackening

of animation in field seeds was quickly counterbalanced by an active demand for a general line of grass seeds; and in this department also the volume of business assumed full seasonal proportions at an unusually early date, the generally fine and mild weather stimulating demand from interior distributors in anticipation of an early planting season and a consequent lively demand from small dealers and actual users. In this department also the ruling tone was decidedly firm with prices about the same as or higher than those current last month as stocks of virtually all varieties were light.

Red Clover had a somewhat checkered career during the month. At the outset demand showed further improvement because of the good weather and, while arrivals from abroad were larger for the time being, they caused no increase in local stocks. In fact, they were more than offset by large shipments on old orders. In short, supplies were further depleted, and hence the predictions of a good recovery from the previous slump were speedily realized, the basis for domestic seed being advanced to 36@37 cents, while the imported variety went to 32@33 cents duty-paid. Subsequent developments indicated that this early activity represented the virtual winding-up of the large-order season. At any rate, demand suddenly slowed up appreciably and later subsided almost entirely, which served to confirm previous claims that this variety had become much less popular with the trade and that the aggregate consumption would be much reduced. As a consequence, while there was no change in the strong supply situation and the import arrivals rapidly dwindled, holders generally became more disposed to make concessions. It is true that domestic seed recovered to 35@36 cents after dropping to 33 cents, but the foreign variety fell steadily and at this writing is quoted at 28½@29½ cents duty-paid, compared with 29@32c a month ago. Total arrivals from abroad were 5,770 bags against 7,920 during February. Early in the month French shippers were offering at 24@28 cents c. i. f., but at such high levels buyers here preferred to await further reduction of local stocks before replenishing. Moreover, it was argued that it was getting to be too late to justify extensive purchases, and hence the indifference of buyers steadily became more marked although some shippers reduced their basis to 22 cents c. i. f. Others, however, refused to compete with offers at the lower level. Business with Chile was practically impossible because of the unsettled political conditions. Buyers here were displaying some interest at about 25 cents c. i. f., but shippers were not making firm offers and in some cases quoted a nominal price as high as 28 cents. Later, while offers were still lacking, it was intimated that seed might be available on a firm bid of 26 cents but by that time interest here had disappeared.

Alfalfa has also moved in somewhat irregular fashion during the month owing to alternating periods of activity and dullness. At the outset demand showed improvement and with stocks further reduced prices were firmly maintained at former top levels; 23½ cents for domestic and 20 cents duty-paid for foreign. Then came a brief period of dullness and a slightly easier tone, some holders of domestic seed becoming more willing to sell at as low as 22 cents, while it was intimated that bids below 20 cents would be considered for foreign seed. This was followed by a revival of good demand, causing holders to advance quotations to 24 cents for domestic seed and 21 cents for imported. At the end of the month a recurrence of dullness created a general belief that the large-order season was over, and while stocks showed further reduction, with arrivals confined to 200 bags from Italy, the tone became easier with domestic seed quoted at 22@23½ cents and foreign at 19@20 cents. Matters were at a standstill in the market for import, which was by no means surprising as conflicting reports indicated a wide difference of opinion as to values. According to some shippers, good seed promises to be so scarce that it will not be necessary for them to seek a foreign outlet, while on the other hand, they believe that we will be forced to come to them for supplies. Hence they were not making firm offers and named purely nominal prices, running up to 25 cents c. i. f. On the other hand, claims were heard of offers at 16 cents, but these were not generally credited, it being the general opinion that 18@20 cents was the absolute lowest. In some quarters signs were noted of rather close buying interest at about 18 cents c. i. f. French offers were reported at 17 cents c. i. f., but the quality evidently did not satisfy buyers.

Timothy was active and firmer during the greater part of the month with one brief period of inactivity and easiness. At the outset export demand from the U. K. and the Continent again became fairly brisk and as a consequence the tone improved with more holders asking the top price of 7½ cents. With this demand satisfied the tone became easier as in spite of smaller stocks certain holders showed more eagerness to sell and the spot basis was lowered to 7@7¼ cents. Before long the

failure of the foreign demand was compensated for by a marked expansion of domestic buying and as a result the "inside" price of 7 cents was speedily forgotten and latest quotations range from 7 1/4 to 7 1/2 cents. Exports for the month amounted to 2,480 bags compared with 4,290 during February.

Alsike was inactive early in the month but later was mentioned as one of the leaders in activity and because of light stocks holders were able to establish a substantial advance, the basis now being 22@24 cents against 19@22 cents a month ago.

White Clover remained inactive and nominally unchanged at 35@47 cents during the month. A small business was done for shipment from Germany on offers ranging from 32 to 35 cents c. i. f. Later some shippers asked 36 cents. Arrivals were only 340 bags, compared with 1,545 in February.

IMPORTS OF FORAGE PLANT SEEDS

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Seed Importation Act:

Kind of seed	March 1925 to March 1924		July 1, '24 July 1, '23 to March 31, '24	
	Pounds	Pounds	Pounds	Pounds
Alfalfa	201,500 ¹	703,500	4,527,500	10,781,900
Canada bluegrass	119,800	130,900	1,052,000	733,000
Alsike clover	1,767,400	1,245,300	3,868,600	9,586,300
Crimson clover	76,900	145,000	4,255,200	6,893,900
Red clover	3,195,600 ²	5,664,700	6,122,600	22,821,200
White clover	135,000 ³	154,400	982,900	1,260,500
Meadow fescue	100	.....	600	800
Broom-corn millet	99,900	.....	153,900	560,900
Foxtail millet	41,300	87,800	134,900	157,800
Orchard grass	.....	8,100	991,900	581,200
Rape	442,500 ⁴	482,100	3,611,800	5,848,900
Redtop	.....	.....	500	100
English ryegrass	132,600	80,100	1,059,100	1,744,100
Italian ryegrass	23,100	15,500	698,000	931,600
Timothy	.....	.....	100	.....
Hairy vetch	43,800	282,500	1,451,600	2,683,700
Spring vetch	11,000	87,200	788,200	663,900

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds not subject to the Seed Importation Act:

Kind of seed	March 1925 to March 1924		July 1, '24 July 1, '23 to March 31, '24	
	Pounds	Pounds	Pounds	Pounds
Bentgrass	40,600	18,500	183,700	326,700
Biennial white-flowered sweet clover	736,700	790,200	3,125,100	3,052,300
Biennial yellow-flowered sweet clover	.....	109,200	51,500	211,600
Bur clover	.....	.....	4,800	4,700
Crested dog's tail	4,500	1,400	37,200	83,100
Cheatings fescue	32,500	4,400	640,900	952,800
Other fescues	64,200	24,800	726,900	449,100
Meadow foxtail	100	300	1,800	10,300
Rescue grass	.....	.....	.....	1,500
Rhodes grass	.....	300	10,400	11,500
Rough-stalked meadow grass	5,100	500	34,800	26,600
Serradella	.....	.....	200	.....
Sweet vernal grass	100	1,100	1,000	1,600
Annual sweet vernal grass	.....	.....	2,200	5,400
Tall oat grass	200	.....	1,700	300
Tall paspalum	15,700	.....	28,900	4,400
Velvet grass	.....	.....	5,900	19,400
Wood meadow grass	1,800	1,400	24,500	13,300
Yarrow	.....	.....	200	700
Carpet grass	.....	.....	5,000	.....

¹ All from Canada.
² 2,536,600 lbs. from France, 163,700 lbs. from England, (all of Chilean origin, except 22,000 lbs.), 110,200 lbs. from Scotland, 108,000 lbs. from Italy, 67,800 lbs. from Germany, 65,500 lbs. from Hungary, 61,400 lbs. from Chile, 55,400 lbs. from Canada, 22,000 lbs. from Czechoslovakia.
³ 77,200 lbs. from Poland, 33,900 lbs. from Germany, 11,000 lbs. from Holland, 11,000 lbs. from Czechoslovakia, 1,900 lbs. from Denmark.
⁴ 255,900 lbs. from Holland, 100,700 lbs. from Japan, 85,900 lbs. from France.

WESTERN SEEDSMEN CONVENE

On April 18, the twenty-fifth annual meeting of the Western Seedsmen's Association is to be held at Omaha, Neb. The Hotel Fontenelle will be convention headquarters. Max F. Wilhelmi is secretary of the association.

IOWA SEED BILL DEFEATED

After a long and hard struggle on the part of Iowa seed dealers and leaders of the Iowa Seed Dealers Association to defeat the bill, known as Senate File No. 37, introduced by Rigby, the Iowa House on March 19 voted to indefinitely postpone it, which means the close of the controversy.

The bill was introduced in the Senate and with amendments passed that body by a vote of 35 to 9, regardless of the strong fight put up by the opponents of the bill in the trade. It went to the Agricultural Committee of the House, and the Sub-Agricultural Committee brought in a report for indefinite postponement of the bill.

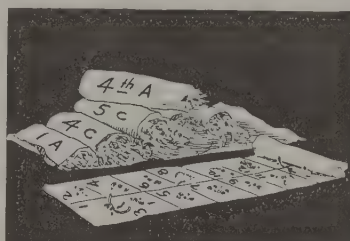
The Rigby Bill as amended, would if passed, have incorporated into the Iowa seed law the following provision: "and no statement of non-guaranty or disclaimer of guaranty, written or printed upon any invoice or upon any package, bag or other container in which the seed is sold or upon any shipping tag or label thereto attached, shall be of any validity nor shall it affect the liability of the vendor. Where seed is shipped with the express provisions entered upon the invoice and mailed to vendee on or before the date of shipment and upon the shipping tag or upon the bag containing such seed that the vendee shall have fifteen (15) days

after the seed arrives at destination of shipment to test the same for germination, there shall be no liability on the vendor on account of poor germination if the balance of such seed not used for testing is consigned by the vendee to the vendor within fifteen (15) days from date of arrival at destination."

HOME TESTS FOR CORN SEED

Seed experts do not guess germination from appearance. Both experiment stations and the seed firms maintain laboratories in which to test the germination of seed scientifically. The seed houses subject their wares to rigid tests in this particular. Farmers can hardly expect to do better than the experts, so when they save their own seed, they ought to make their own tests, to prevent possible disaster.

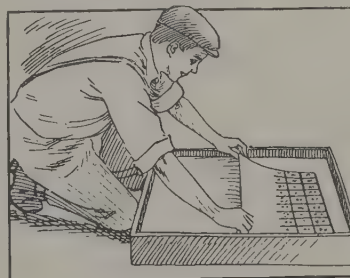
Two common methods of testing germinating power used both in experiment stations and seed house laboratories can be used at home. One is the sawdust box and the other the "rag doll," de-



THE RAG DOLL

scribed in a recent bulletin of the Vermont Agricultural College.

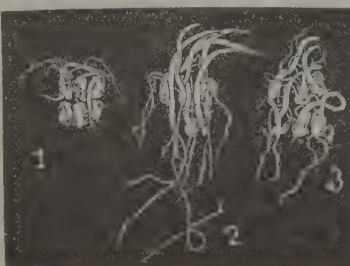
The "rag doll" is a cheap, convenient and accurate way to test seed corn or other agricultural seed. A width of sheeting from three to five feet long, depending upon the number of samples of seed to be tested, and from eight to ten inches wide, is the foundation. The strip is marked



THE SAWDUST BOX

lengthwise down the center with a heavy pencil and then crosswise from three to five inches apart, according to the samples desired to be tested.

The cloth is wet with warm water and laid out on a board or table in front of the ears to be tested, the ears being laid to correspond with the squares. Remove six kernels from ear No. 1, one from near the butt, one from the center and one from near



A SEED CORN TEST
 Fig. 1. Three dead and three weak kernels.
 Fig. 2. Six strong kernels. Fig. 3. Six weak kernels.

the tip on opposite sides of the ear, and place them in square No. 1. Follow the same method with ears Nos. 2, 3, 4, etc., until the spaces are filled.

When the spaces are filled begin at the No. 1, or upper end, and roll it up, using a small piece of wood or other substance to roll it over at the start, as this core will give more uniform moisture and germination. If the cloth is properly moistened the kernels will not slip out. Tie the roll about the middle or use rubber bands. Place the rolls in a bucket of water where they may remain for two to 18 hours at convenience. Turn off the water and turn the bucket or a box over the rolls, placing a small stick or block under one edge for ventilation. In five days the kernels will be ready for examination and the percentage of germination will be plainly shown by the sprouts.

The sawdust box germination test employs any

box three or four inches deep and about 30x30 inches, or any convenient size, according to the quantity of seed to be tested. The box is filled half full of white pine sawdust pressed down to a firm even surface, having been previously moistened. The simplest way to do this is to place the sawdust in a sack and weight it down in a tub of warm water for at least an hour, or better still, overnight.

Rule off a piece of cloth about the size of the box, two and one-half inches each way, and number the squares to correspond with the ears to be tested, selecting seed from the butt, center, and tip of the ear on opposite sides of the cob. The square cloth is laid upon the moist sawdust in the box and the edges tacked to the side of the box before the corn is put in place. Another cloth is then laid over it, moistened by sprinkling, and upon this two inches of moist sawdust is filled in, pressing it down firmly. Keep the box in a warm place and safe from any chance of freezing. The kernels will germinate in about six days and the upper cloth and sawdust may be removed carefully and the samples in the squares examined.

SEEDS AROUND MILWAUKEE

By C. O. SKINROOD

Prof. R. A. Moore, of the University of Wisconsin School of Agriculture, reports that Sweet Clover has become one of the most popular grasses of the state among farmers and that it is being used this spring on a larger scale than ever before.

This Clover was once considered a weed, Prof. Moore states, but now it is recognized as a valuable feed, largely because it is a great resister of drouth. This plant not only gives fine succulent food for the cow, he adds, but it is a heavy yielder and it is also instrumental in giving a large yield of milk. Prof. Moore also recommends the Sweet Clover as being desirable for growing young calves.

To bring this plant before the attention of a large number of farmers who do not use Sweet Clover, Prof. Moore and his assistants have published an instructive pamphlet. Details on how to make this a good pasture crop are included in the booklet.

In Walworth County in southern Wisconsin a movement is developing to restore the Red Clover crop to its former importance. Many farmers of that section have found that Red Clover resists dry weather better than Alfalfa and that it can stand pasturing much better than Alfalfa can. Other points in favor of Red Clover, as viewed by these farmers are that Red Clover does not winter kill as easily as the Alfalfa. It was also found that Red Clover is harvested later in summer than the Alfalfa and that the weather is more favorable in that way for the harvesting of the crop.

However, seedsmen of Milwaukee report generally that Red Clover did not sell so well this year, that many buyers turned to other lines of grasses. Walworth farmers in going back to Red Clover rather than to the other grasses are believed to be in a minority.

A movement is on foot in the Fox River Valley to revive the growing of flax. The farmers behind the movement reported that in 1924 the yield of flax was about 15 bushels to the acre and that the price of the seed has ranged from \$2.25 to \$3.50 a bushel. These farmers reported satisfaction with the returns and they are urging its use in this entire section of Wisconsin. Growing flax as a mixed crop with wheat and oats is also being strongly recommended.

Prof. A. R. Moore, seed expert at the College of Agriculture at the University of Wisconsin, is again broadcasting a warning to farmers to make special efforts to test their seed corn so that they do not get caught with poor seed.

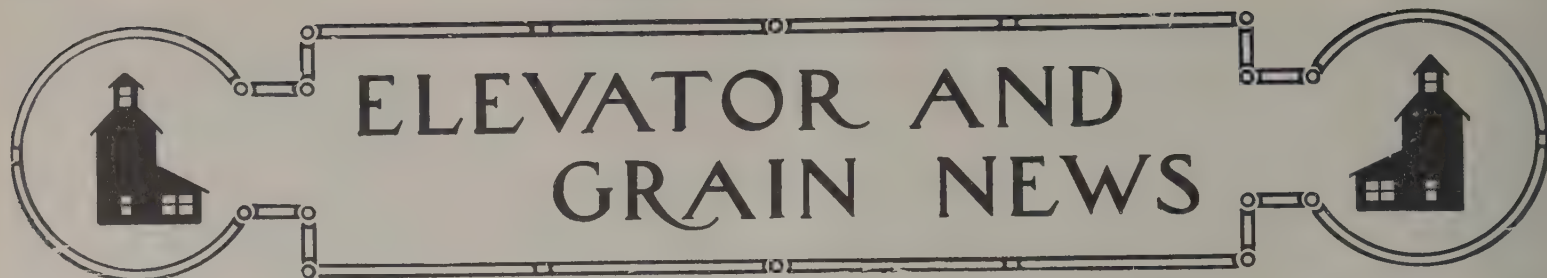
Prof. Moore points out that Wisconsin raises about 2,500,000 acres of corn each year and that about half of this area is used for silage annually. For this acreage of corn, he says, about 375,000 bushels of seed corn is required.

Test made by the department indicated in many trials that about two-fifths of the total number tested less than 90 per cent. The average germination of these samples was found to be only about 66.4 per cent. Prof. Moore states that when nearly half of the seed is poor, or even two-fifths, the seed is essentially weak and unreliable and that poor yields of corn are more than likely from such weak seed.

The Agricultural Experiment Station reported that 18,000 bushels of seed corn had been listed this year for sale. Of this pure bred seed about 10,000 bushels was of the Golden Glow Variety and approximately 4,000 bushels of the Silver King Wisconsin. Smaller amounts of seed corn were of the dent varieties—Early Yellow Dent and Northern Yellow Dent. This seed corn was reported in tremendous demand this year with prospects that it would be fully sold out.

Barron County, like many other Wisconsin counties, has set its cap for a much larger area of Alfalfa. The schedule adopted for the county is

(Continued on Page 703)



OHIO AND MICHIGAN

A co-operative farmers elevator is to be established at Brown City, Mich.

The Velto & Co., elevator at Sunfield, Mich., is to be managed by Ezra C. Dell.

The Produce Company of Lansing, Mich., has bought the Elmdale, Mich., elevator.

Thos. Wilson's Sons of Marlette, Mich., are operating the elevator at Hemans, Mich.

Capitalized at \$100,000, A. F. Brown & Sons, Inc., were incorporated at Grand Rapids, Mich.

C. A. King & Co., of Toledo have taken over the Raymond P. Lipe Elevator and business at Bryan, Ohio.

A partnership has been formed at Ada, Ohio, by J. I. Baransy, coal and hay dealer, and Earl Wolfram. They will install a heavy duty wagon scale.

The elevator of the Alpha Seed & Grain Company at Alpha, Ohio, is being rebuilt. It will have a capacity of 15,000 bushels and will be driven by electricity.

J. F. Decker will manage the Lebanon Farmers Co-operative Company at Lebanon, Ohio. He was formerly manager of the Farmers Grain & Supply Company of Camden, Ohio.

Extensive repairs are to be made to the Farmers Elevator at New Bavaria, Ohio. Included will be a new boiler and engine, new office and grain dump. Andrew Hornung is manager of the company.

The elevator of W. H. Nelson at East Leroy, Mich., which burned is to be rebuilt. The original elevator was built 34 years ago by D. K. Swain. Mr. Nelson will build a smaller structure than that burned.

The Early & Daniel Company of Cincinnati, Ohio, will build a 1,000,000-bushel elevator adjoining its 400,000-bushel elevator. The R. C. Stone Engineering Company has the general contract for the construction.

John T. Bowers has sold his interest in the Warsaw Elevator Company of Warsaw, Ohio, to L. D. Bowers. The trade name will remain the same as before, Johnson & Bowers, Charles D. Johnson being the other partner.

WESTERN

Stanley & Kirkman will open an office at Madera, Calif.

Capitalized at \$50,000, the Farmers Grain & Seed Company has been incorporated at Buhl, Idaho.

A nine-bin grain and seed warehouse costing \$20,000 is to be built at Amity, Ore., by G. B. Abraham.

The brick warehouse of Moser & Parker at Farmers (Greeley p. o.), Colo., which burned, is to be rebuilt.

J. M. Fellers has resigned his position as manager of the Farmers Union Warehouse Company of Cottonwood, Idaho.

The grain and flour brokerage firm of Shull, Armstrong & Co., at Portland, Ore., has been taken over by F. C. Wendell.

Otto Wagnild has resigned as manager of the Montana Elevator at Fairfield, Mont., and is succeeded by Oscar Gaare.

The Farmers Grain & Milling Company at Hansen, Idaho, is to be managed by H. L. Walker who succeeds Frank Kennedy.

A new warehouse and plant are being erected at Corcoran, Calif., for the Cutler Bros. Grinding machinery is also being installed.

The elevator at Whitetail, Mont., has been bought by J. M. Larson of Poplar, Mont. F. J. Larson will be associated with him.

Improvements have been made to the storeroom of the Akron Farmers Union Elevator Company at Akron, Colo., managed by L. L. Knox.

L. L. Rogers of Adams has bought the elevator of the Milton Elevator Company at Milton, Ore., and will move the elevator to Adams.

E. A. and R. E. McClure operating as the McClure Bros., have opened the Glendo Grain & Produce Company at Glendo, Wyo. They bought the business from A. T. Howard.

The Turner-Whetstone Warehouse Company of Dayton, Wash., which operates a chain of elevators

in Columbia County, has made plans for the erection of a new elevator at Ronan with capacity of 50,000 bushels. It will cost about \$15,000.

A grain elevator of 75,000 bushels' capacity is to be built at Craigmont, Idaho, for the Union Warehouse & Mercantile Company. This will replace the elevator which burned last year.

A considerable interest in the Yellowstone Elevator Company at Forsyth, Mont., has been acquired by Gale D. Whitney. The company also operates at Ingoman, Sumatra and near Colstrip.

A partnership has been formed at Kalispell, Mont., by Phil Bruyer and Mrs. H. Berry, who leased the B. F. Berry elevator which they will operate as the B & B Elevator. They are conducting a grain, milling and feed business.

ILLINOIS

The P. B. Rollings Elevator at Milmine, Ill., is being operated by O. N. East.

The Farmers Co-operative Elevator at Bentley, Ill., is to be managed by H. Johnson.

The elevator at Harpster Station, Ill., has been bought by George C. Tjardes of Emington.

Sumner Livingston has resigned his position with the Farmers Elevator at Alta, Ill., of which he was manager.

The Harper Grain Company of Harper (Forreston p. o.), Ill., is to rebuild its elevator. The old one was destroyed by fire.

A concrete hay and grain storage building is to be erected at Pana, Ill., by John Hinden, Jr., for the Farmers Milling Company.

The elevators, coal sheds, etc., of the Farmers Elevator Company at Media, Ill., are to be sold, following the discontinuance of their business.

The Voorhies Co-operative Grain Company of Voorhies (Bement p. o.), Ill., is installing a 15-horsepower motor and transmission equipment.

Archibald Diesholder of Oswego, has succeeded George Spainhauer as manager of the Triumph Co-operative Supply Company, located at Triumph, Ill.

R. A. Hoover is manager of the T. F. Grady Elevator Company of Galesville, Ill. He succeeds J. G. Swartz who has been transferred to Mansfield.

The cash grain department of the Wegeng-Hills Company at Urbana, Ill., is being managed by John B. Noodin, formerly with the grain office of J. P. Sledge.

The interest of Mrs. Harriet Conover in the elevator at Elkhart, Ill., formerly owned by E. B. Conover and James Havey, has been bought by Mrs. Sarah A. Havey.

The grain and seed and feed business, which Gaulrapp & Flock have been conducting at Sterling, Ill., has been discontinued by them and Bley & Warner succeed them.

Steel air lift dumps are to be installed in the grain elevators at Minonk and at Woodford, Ill. At the Stoddard elevator, Minonk, two are to be installed; at Memmen, one, and at Woodford, three.

Wm. T. Kasten is succeeded as manager of the Verona Farmers Elevator Company at Verona, Ill., by John H. Schumacher. Mr. Kasten goes to Marseilles, where he succeeds O. P. Clark, as manager of the Farmers Elevator.

THE DAKOTAS

The Columbia (S. D.) Farmers Elevator Company will rebuild its elevator there.

The Milo Billings Elevator at Stevenson (Wahpeton p. o.), N. D., has been discontinued.

A new truck dump is to be installed and coal shed built for the Farmers Elevator Company of Kampeska, S. D.

The sheds of the Independent Fuel Company at Canton, S. D., have been bought by the Farmers Elevator Company.

Galvanized iron sides and roof are to be put on the elevator of the Farmers Co-operative Association at Dallas, S. D.

The Farmers Interstate Elevator Company has bought the elevator of the Andrews Grain Company at Drayton, N. D., for \$6,500.

The Atlas Elevator Company has installed new

truck dumps and made other improvements at its elevators at Rockham, Hitchcock, Clark, Frankfort, Cavour and Wessington and Raymond, S. D.

A modern grain elevator of 30,000 bushels' capacity is to be built for the Farmers Grain Company at Essex (mail Devils Lake), N. D.

The Great Western Grain Company of Crocker, S. D., will install a new truck dump and scale and make general repairs to its elevator.

The Farmers Co-operative Elevator Company of Watford City, N. D., has let the contract for additional office space and concrete vault.

A frame addition and concrete vault are to be added to the Farmers Co-operative Elevator Company's elevator at Watford City, N. D.

A new 10-ton scale truck dump and other additions are to be made to the elevator of the Selby Equity Union Exchange of Selby, S. D.

The elevators of the Siberz Bros. & Craig at Spottswood, Bonilla, Crandon and Tulare, S. D., are to be rodded for lightning protection.

The Farmers Grain Company has bought the elevator of the Farmers Elevator Company at Crosby, N. D. N. E. Norman is manager.

A new leg, dump scales, etc., are to be installed for the Farmers Elevator Company of Turton, S. D., and power changed from gasoline to electric.

The Gackle Elevators at McClusky, N. D., have been bought by Otto L. Schulz and Paul Raugust who will operate as the Schulz Grain Company.

Harry Peterson is now manager of the Farmers Elevator Company at Humboldt, S. D. He has been with the elevator for more than six years.

The elevator of the Steele-Simon Company at Hazelton (mail to Meckling), S. D., is to be rebuilt. It burned in February with a loss of \$60,000.

The Schmidt-Gulak Elevator Company will build a new power house at Kief, N. D., to replace the one which burned in January. A new leg will be put into the elevator this summer and other improvements will be made.

SOUTHERN AND SOUTHWESTERN

The Waco, Texas, office of the Crouch Grain Company is being closed.

The Nashville, Tenn., office of the Neil & Shofner Grain Company, has been closed.

The R. Fisher Grain Company is erecting a new storage house at Lancaster, Tenn.

A mill and elevator will probably be erected at Grove, Okla., for W. E. Jones and John T. Oakley.

The elevator of the Farmers Elevator Company at Meno, Okla., is to be remodeled and work is to start April 1.

A branch house is to be established at Port Neches, Okla., for the Koelmey Grain Company of Nederland, Texas.

The capital stock of the Jeffus & DeLoach Grain Company at Plainview, Texas, has been decreased from \$10,000 to \$5,000.

A new warehouse and office building costing \$2,500 is to be built for the Burlington Grain Company of Burlington, Okla.

The Muskogee Mill & Elevator Company of Muskogee, Okla., is to install a clipper seed cleaner with capacity of 200 bushels per hour.

The F. G. Wegener Grain Company has built a new feed and flour house, new cob house, and installed truck lift, motor and Jay Bee Mill at Minco, Okla.

The Comanche Grain & Elevator Company has been bought by the recently organized Comanche Wholesale Grocery & Elevator Company of Comanche, Okla.

James H. Myers has bought an interest in the Cash Grain Company of Jasper, Ala. Mr. Myers was for many years with the DeBardeleben Coal Company.

Capitalized at \$60,000, the Dal-Tex Grain Company has been incorporated at Dallas, Texas. O. C. Bruce, J. D. Gillespie and T. Brignardello are the incorporators.

The Dixie Flour & Grain Company of Clinton, S. C., has changed its name to the Spratt Produce Company. There is no change in the management nor the business.

S. W. Gladney and C. E. Muchmore have dissolved the partnership which has been operating

as the Gladney-Muchmore Grain Company at Fort Worth, Texas, for two years. Mr. Gladney will retire and Mr. Muchmore will continue the business.

The capital stock of the Hardeman-King Company of Oklahoma City, Okla., has been increased to \$200,000. The company conduct feeds mills and a grain business.

A large grain elevator is being operated by the Mississippi Elevator Company of North Memphis (Binghamton p.o.), Tenn., and feeds are being manufactured.

The Burlington Grain Company of Burlington, Okla., is building a new office and warehouse. The building will be of tile and cement, covered with asphalt shingles.

The Yukon Mill & Grain Company has let the contract to the Jones-Hettelsater Construction Company for a 20,000-bushel reinforced grain elevator at Banner, Okla.

The house of the Reeding Grain Company at Reeding, Okla., is to be remodeled by the El Reno Mill & Elevator Company of El Reno, Okla., which bought it recently.

Ray McReynolds has bought the business of the Canyon Mill & Elevator Company at Canyon, Texas, and will operate it under the name of the McReynolds Grain Company.

The Whitford Grain Company has bought an elevator at Nowata, Okla., from the Rea-Patterson Milling Company and will make some necessary repairs. It will change to electric power in June.

The Lawther Grain Company has been incorporated at Dallas, Texas, capitalized at \$60,000, to conduct a general grain and feed business. W. J. Lawther, I. A. Fridge and T. S. Kelley are interested.

The elevator and warehouse of John A. Tyner & Son at Nashville, Tenn., are to be rebuilt. The warehouse floor space of the old house which burned accommodated 100,000 bushels sacked grain and the elevator 50,000 bushels.

The Franklin Supply Company has been incorporated at Louisburg, N. C., to deal in grain, livestock, mercantile, etc. The firm is capitalized at \$25,000 and is backed by Katie L. Yarmoro, J. B. Yarbor and D. Y. Yarboro, all of Louisburg.

The Waukomis Grain Company of Waukomis, Okla., is building a wareroom for storing more feedstuffs. The old corn cribs have been torn down. A suction fan has been installed in the elevator to take dust from the two elevator legs.

The Wichita Mill & Elevator Company of Wichita Falls, Texas, is building a 10,000-bushel elevator at Burkburnett, Texas. The elevator is to be equipped with a truck dump, automatic scale, 10-ton wagon scale and motor power. It is completely ironclad and will have a 60-foot warehouse.

The Hinson-Hockaday Company has been incorporated at Dallas, Texas, capitalized at \$20,000. Charles E. Hinson, C. B. Hockaday and Donald E. Hockaday are interested. The company will have its headquarters at Graham, Texas, where the company will do a general grain business.

IOWA

The elevator at Waterloo, Iowa, at Fourth and Water Streets, is to be torn down.

The Co-operative Elevator Company of Albion, Iowa, is to be refinanced by the farmers.

A grain elevator is to be built at Morse, Iowa, for the Morse Lumber & Grain Company.

Wemmont Bros. have bought the Farmers Elevator at Auburn, Iowa, and will operate it.

The elevator of H. W. Luers at West Chester, Iowa, is to be covered with galvanized iron.

L. J. Nielson of Newell has bought the elevator of the De Wolf Grain Company at Webb, Iowa.

A new elevator is to be built this year at Morse, Iowa, for the Morse Lumber & Grain Company.

The charter of the Farmers Elevator Company of Gilman, Iowa, has been extended for another 20 years.

John Roetman of Lake Park is now manager of the Farmers Elevator Company of Rock Valley, Iowa.

The Taylor & Patton Company of Levey (p.o. Avon), Iowa, is succeeded by the Levey Grain Company.

George Bell is now manager of the Co-operative Elevator Company of Humboldt, Iowa. He succeeds C. A. Jenks.

Ed Denkmann's interest in the Denkmann Bros.' elevator operated at Durant, Iowa, has been bought by his brother, Fred Denkmann.

W. A. Brunemeier is manager of the Farmers Exchange of Marion, Iowa, succeeding the late E. W. Fernow, who died last month.

C. A. Johnson is installing a truck dump in his elevator at Oakville, Iowa, and a 20-horsepower motor, which will operate the entire elevator.

Improvements are being made to the Farmers Elevator at Swea City, Iowa, which will make it

a thoroughly modern plant. A new cement pit is being built, and new leg installed. The cupola is being enlarged to admit an automatic scale.

W. A. Fuller has resigned his position as manager of the Urdike Elevator at Missouri Valley, Iowa, and is succeeded by J. J. Zerb of Omaha.

A new roof is to be put on and lightning rods installed in the elevator of the Denniston & Partridge Company at Reasnor (Newton p.o.), Iowa.

The Osage Co-operative Grain & Supply Company of Osage, Iowa, is repairing one of its elevators which was damaged by fire, but fully covered by insurance.

The elevator holdings of the Moore Grain Company at Belmond, Meservey, Thornton and Wightman, Iowa, have been sold to J. W. Hayes of Omaha, Neb.

The Onawa Flour Mills of Onawa, Iowa, are to rebuild their mill and in the improvements will be included a 10,000-bushel elevator, with feed grinding equipment.

A new elevator is to be built at Hamburg, Iowa, for the Good Bros. Seed & Grain Company. The company has elevators at Hamburg, Payne, Percival, McPaul, Bartlett and Riverton.

The elevator and good will of the Farmers Grain Company at Fairfax, Iowa, which has been in operation for 18 years, have been sold to W. J. Behle, who has been manager, for \$7,500.

The Biddison-Graham Grain Company of Leon, Iowa, has changed hands and will be operated as the Graham Coal & Grain Company. C. G. Giddison's interests were bought by C. O. Graham.

The elevator of the Lincoln Co-operative Elevator Company at Rake, Iowa, which burned recently, is to be replaced with a 25,000-bushel elevator, electrically operated to be ready May 1. The machinery has not as yet been purchased.

The foundation is about all in for the new 1,000,000-bushel grain elevator which Folwell-Ahlsog Company is building for the Chicago, Rock Island & Pacific Railroad Company at Council Bluffs, Iowa. L. A. Stinson is consulting engineer for the work and the elevator is expected to be completed by July 1. It will be operated by the Trans-Mississippi Grain Company.

MISSOURI, KANSAS AND NEBRASKA

The Dougan Elevator at St. Mary's, Kan., is to be rebuilt.

The Shannon Grain Company at Waco, Neb., has been taken over by J. M. Hart.

F. W. Hall & Son have awarded the contract for their new elevator at Hoyt, Kan.

The elevator of J. M. Grace & Co. at Mascot, Neb., is to be remodeled this year.

U. G. Bartram is now with the Brown Grain Company of Violet, Neb., as manager.

R. O. Anderson has resigned his position as manager of the elevator at Stromsburg, Neb.

A new 10,000-bushel elevator has been completed at Northport, Neb., for Dunlap & Cove.

More floor space has been added to the building of the Polo Elevator Company of Polo, Mo.

A 60,000-bushel elevator is being built at Sublette, Kan., for C. D. Jennings of Hutchinson, Kan.

The Harper, Kan., elevator has been bought by the Bowersock Milling Company of Lawrence, Kan.

New and modern grinding equipment has been installed in the Stolenberg Elevator at Omaha, Neb.

A 10-horsepower motor is being installed in the elevator of the Farmers Union Association at Nora, Neb.

The Farmers Elevator at Strauss (mail to McCune) Kan., is to be managed by Sherman Roseberry.

The elevator of the Farmers Elevator Company, Zenda, Kan., is being repaired and equipped with a dump.

J. A. Cavin is manager of the Farmers Elevator Company of Sawyer, Kan., succeeding B. H. Denkens.

The two elevators of the Exeter Elevator Company at Exeter, Neb., are to be overhauled and repaired.

Earl Warnock succeeds C. D. Moore as manager of the Partridge Mill & Elevator Company of Partridge, Kan.

The elevator and lumber yard at Endicott, Neb., formerly run by Alex Shepherd is to be conducted by W. L. Kelley.

A new elevator is to be built at La Harpe, Kan., by Charles L. Wilson & Son, dealers in grain, implements, seed, etc.

The contract has been let by the Farmers Co-operative Equity Company of Isabel, Kan., for rebuilding the elevator.

An addition is to be built to the present house of the Powell & O'Rourke Grain Company of St. Louis, Mo., who now operate the Brooklyn Street Elevator. It will consist of 16 concrete tanks of

300,000 bushels' capacity giving them 440,000 bushels' capacity and handling capacity of 36 cars a day.

A new 10-ton scale and a truck dump are to be installed at the property of the Farmers Elevator Company at Giltner, Neb.

The Farmers Elevator Company of Whiting, Kan., has installed a new rope drive. A Diesel engine is also to be installed.

P. F. Stenberg has bought the elevator of the Gilbert Grain Company at Bradshaw, Neb. He takes possession May 5.

W. J. Hather is no longer with the Farmers Grain & Supply Company at Ord, Neb. He is succeeded by Clifford Flynn.

The Farmers Co-operative Elevator Company is building a modern elevator at Wright, Kan., replacing the one which burned.

Charles O'Neill now owns both elevators at Mitchell, Kan., and will operate. He has owned one elevator there for some time.

The elevator at Winchester, Kan., has been bought from N. C. Bunds by Lum Pool of Circleville for his son-in-law, J. O. East.

A distributor is being installed for the Farmers Grain, Coal & Livestock Company of Glenvil, Neb., and a warehouse will be built.

Plans are under consideration by the Chicago & Alton Railroad for the erection of a 1,000,000-bushel elevator at Kansas City, Mo.

The capacity of the Dickhut Grain Company at Wellsford, Kan., is to be increased by adding two bins. Extensive repairs are being made.

Operations have been stopped in the Rector Grain Elevator at Loomis, Neb. C. A. White was manager for the greater part of last year.

A new elevator and office building is being erected at Alma, Mo., for the Farmers Elevator, and scales and dump are being installed.

A new hopper scale is being installed by the Farmers Grain & Supply Company of Merna, Neb., and the elevator is being repaired in general.

The elevator of the Cunningham Grain Company of Cunningham, Kan., has been bought by the Bowersock Mills & Power Company of Larned, Kan.

The elevator at Preston, Kan., formerly owned by J. H. Magruder, has been bought by the Dickhut Grain Company. L. J. Kirkwood remains as manager.

The Nielson Elevator at Lexington, Neb., has been bought by the Lexington Milling & Elevator Company. It will be used for corn and oats storage.

The Atchison County Farmers Union Co-operative Association of Lancaster, Kan., will build a 16,000-bushel elevator, ironclad, within the next three months.

The elevator of the Farmers Union Co-operative Grain & Supply Company at Susank (Hoisington p.o.), Kan., has been bought by the Bitter Grain Company.

The elevator of the Lebsack Grain Company at Galatia, Kan., has been bought by Carl Lebsack, manager of the Farmers Co-operative Elevator. It cost \$5,000.

A new automatic scale of 10 bushels' capacity and new 10-ton truck scale have been installed for the Lexington Mill & Elevator Company of Lexington, Neb.

The Southwest Grain Company's elevator at Protection, Kan., has been bought by D. W. Brite, formerly manager of the house. He will now operate it for himself.

The Farmers Elevator at Turon, Kan., has been leased for two years by the Raines Grain Company. The company has also taken the South Elevator at Turon under lease.

The Burlington Elevator at St. Joseph, Mo., is being increased by an addition of 900,000 bushels. It will consist of 18 concrete tanks and will be complete by July 15.

E. B. Woodman has resigned his position with the Central Grain Elevator, which recently burned, at Venango, Neb., and will be manager of the elevator at Paxton, Neb.

The elevator of the Nye-Schneider-Jenks Company at Wheeler, Kan., has been bought by Paul H. Barnhouse, who will operate as the Barnhouse Lumber & Grain Company.

The Scott Grain Company has bought the business and property of the Farmers Co-operative Company at Mead, Neb., including the 16,000-bushel elevator. Henry Hanson is manager.

The Shellabarger Mill & Elevator Company of Salina, Kan., will probably build on the lot where the building destroyed by fire stood and use it for flour and feed packers and warehouse room.

F. W. Hall & Son have let the contract for a new elevator at Hoyt, Kan., including dust house and cob house. The elevator will have the latest type of corn handling equipment, including Pitless sheller, gyrating cleaner, 1,500-bushel leg, 500-

bushel automatic scale, two distributors, special ear corn conveyors, and three motors, of 5-, 10-, 15-horsepower.

The interest of W. W. Pereau in the Pereau Grain Company at Moran, Kan., has been bought by the Cox Grain Company. The Cox company will combine it with its Elsmore elevator business.

The Farmers Elevator Company of Pauline, Kan., has installed a new ear corn dump, ear corn elevating conveyor, corn sheller and cleaner and one five and one 20-horsepower ball bearing enclosed motor.

L. A. Patterson has bought an interest in the Benton Grain Company of Kansas City. He had been in charge of the Beatrice, Neb., offices of the Secular-Bishop Company for the past six months.

George Austin of Orleans has bought at auction the Farmers Elevator at Stamford, Neb., for \$4,550. Shortly afterwards a deal was consummated whereby O. Westerberg bought the property and will operate it.

The 20,000-bushel elevator of the Farmers Grain Company of Stark, Kan., has been bought by the Burgner-Bowman-Matthew Lumber Company. The company owns the Stark Grain Company with J. A. Bowman president.

The Lexington Mill & Elevator Company of Lexington, Neb., has let the contract for increasing its elevator capacity at Chappell, Neb., to 45,000 bushels. All of the latest improvement for handling grain will be installed.

The Security Elevator Company of Hutchinson, Kan., has awarded the contract to the Jones-Hettel-sater Construction Company for building a 200,000-bushel storage house. The addition will consist of six concrete tanks, 22x96 feet.

H. A. Bonnell of Climax, Kan., has let the contract for a 16,000-bushel elevator with 50-foot warehouse. It will be equipped with large capacity sheller, corn cleaner, roller mill, automatic scales, truck dump and motor power.

The Rivett Lumber & Coal Company of Omaha, is considering the purchase of the grain elevator and lumber yard of the Crowell Lumber & Grain Company of Blair, Neb. The Blair firm was established in 1869 by C. C. Crowell.

The Producers Grain Company of Mexico, Mo., has been reorganized and refinanced. Approximately \$12,000 has been raised which will be used to pay off the debts. Jim Crawford, Clarence Berry and Dwight Carpenter are interested.

Plans are under consideration by George Gano, a prominent grain man of Hutchinson, Kan., for the erection of a grain elevator of 500,000 bushels' capacity. Mr. Gano at the present time operates a string of 36 elevators over the southwest Kansas district.

A new elevator is to be built at Ford, Kan., for the Ford Co-operative Exchange. It will be iron-clad, of frame construction, with 25,000 bushels' capacity. Its equipment will include two 10-horsepower motors, truck dump and automatic scale and other machinery.

The Farmers Grain & Supply Company of St. Paul, Neb., has selected L. J. Puncoschar as its manager. The company will also install a new 10-ton scale and truck dump. B. E. Pope was manager of the elevator for 16 years and recently retired from this position.

Improvements are being made to the Santa Fe Elevator A at Turner, Kan., at a cost of between \$1,500,000 and \$2,000,000. It will be completed by July 1. The John S. Metcalf Company is the contractors. The elevator is leased by the Grain Marketing Company.

James M. Adam is now with the Anheuser-Busch, Inc., of St. Louis, Mo., and will look after the purchasing of barley and corn. Mr. Adam was for 31 years with the Rosenbaum Bros. as buyer for the feed department, and has acted in similar capacity with the Grain Marketing Company.

Folwell-Ahlskog Company has the contract for a new Morris Drier supplied by the Strong-Scott Manufacturing Company of Minneapolis, Minn., for the Missouri Pacific Railroad Company's elevator at Kansas City, Mo. It will have a capacity of 1,250 bushels per hour. The house is operated by the Hall-Baker Grain Company and will have facilities for handling grain at a rate of 175 cars daily, when the addition is made.

INDIANA

The grain elevator at Milton, Ind., has been taken charge of by W. H. Jeffries.

The Linnsburg Grain Company of Linnsburg, Ind., is adding storage to its plant.

A final certificate of dissolution has been filed by the Farmers Elevator Company of New Waverly, Ind.

The 90,000-bushel elevator at Raub, Ind., has been taken over by O. E. Powell and Daniel Waymore of Rensselaer. Mr. Powell has been in charge of the elevator at Boswell for 13 years.

Mr. Waymore will not be actively concerned in the elevator.

The Busenbark Elevator Company has closed down its flour mill at Jamestown (Fremont post-office), Ind.

John L. Morgan has bought the elevator at Ilene (Lyons p.o.), Ind., owned by George Morgan and Mrs. Retta Blackwood.

George Jerrel is to be manager of the grain elevator at Durbin (r. f. d. Noblesville), Ind. He was formerly located at Summitville, Ind.

E. R. Montgomery is now with the Service Lumber Company at Summitville, Ind. He was formerly manager of the Urmston Grain Company.

The interest of the Haslet Bros. in the Oakley Elevator at Delhi, Ind., has been bought by the Whiteman Bros. Company. Lote Haslet will be manager.

The interest of the Haslet Bros. in the Oakley Elevator at Oakley (Tilden p.o.), Ind., has been bought by the Whiteman Bros. & Co. L. Haslet will be manager.

The elevator at Sedalia, Ind., has been bought by I. W. Burkhalter by J. C. Miller and C. R. Paul who will continue it. Mr. Burkhalter will remain as manager with the new firm.

Fred Gauett & Co., have succeeded the Harmon-Wallace Milling Company at Owensville, Ind., and have discontinued grinding flour, and will confine their attentions to the elevator alone.

A hammer type feed grinder is being installed by the Emporia Grain Company of Emporia (Anderson p.o.), Ind., and electricity has taken the place of the oil engine. L. J. McMillin furnished the changes.

A new feed grinding equipment of modern type is being installed in the elevator of the Winamac Co-operative Elevator Company of Winamac, Ind. The new grinder will be operated by a 50-horsepower motor.

MINNESOTA AND WISCONSIN

New coal sheds are being erected for the Alpha Grain Company of Alpha, Minn.

The elevator of the Farmers Elevator Company at Amiret, Minn., is to be rebuilt.

A sprinkling system is being installed in the Farmers Elevator at Sleepy Eye, Minn.

A large motor is to be installed this spring in the A. E. Anderson Elevator at Cottonwood, Minn.

A general overhauling is being given the Occident Terminal Company's elevator at Duluth, Minn.

General repairs are to be made to the Spaulding Elevator at March (Warren p.o.), Minn.

General repairing is being done to the property of the Farmers Elevator Company at Raymond, Minn.

Improvements are to be made this coming summer by the Farmers Elevator Company of Hanley Falls, Minn.

A new foundation, legs, and dump scales, are to be put in for the Farmers Grain & Fuel Company of Delhi, Minn.

Jim Butkofski is succeeded as manager of the Merchants & Farmers Elevator at Belgrade, Minn., by Clifford Lybeck.

A 100-ton scale of modern type has been installed by the Corcoran Bros. of Milwaukee, Wis., dealers in grain, feed and hay.

A. W. Wicks, of Montgomery, Iowa, has bought the J. H. Dobie Elevator property at Mapleton (Oconomowoc p.o.), Wis.

The Lietz Bros. have the elevators of L. D. Harris and the Farmers Elevator Company at Simpson, Minn., under lease.

A truck dump and scale have been installed and general repairs made to the elevator of Wm. H. Jensen at Brown Valley, Minn.

The Farmers Co-operative Company of Barnum, Minn., is to do some repair work this summer and install corn cracker, cleaner, etc.

The St. Anthony & Dakota Elevator Company of Ada, Minn., has remodeled its elevator office and will handle groceries, flour and feed.

The capacity of the Farmers Co-operative Elevator at Fergus Falls, Minn., is to be enlarged this summer, according to plans now under way.

The Farmers Elevator Company of Blue Earth, Minn., has equipped its elevator with a scale and Strong-Scott Dump with new sled attachment.

New coal sheds are to be built by both the Farmers Co-operative Association of Jackson, Minn., and the Farmers Elevator Company of New Ulm, Minn.

Capitalized at \$100,000, the Maney Bros. Mill & Elevator Company has been incorporated at Minneapolis, Minn., to handle flour, feed, etc. W. A. Maney is president and treasurer and T. A. Maney, vice-president and secretary.

To buy, sell and store grain, seed, fuel, etc., the Brandon Independent Elevator Company has been incorporated at Brandon, Minn. Its capital stock

is \$10,000. C. W. Meckstroth is president; Jacob Tamble, vice-president and Joseph M. Tamble, secretary and treasurer.

Fay Martin is now manager of the R. E. Jones Elevator at Weaver, Minn. Wayne Martin, formerly manager, has been given a larger station.

The Livingston Lumber Company of Livingston, Wis., will do a general grain, feed, seed and flour business. The company recently bought a 10,000-bushel elevator at Livingston from the Ernest Bid-dick Estate.

W. L. Johnson has let the contract for a 30,000-bushel elevator at Hancock, Minn. It will have two legs, be operated by motor power and be equipped with scales, with Strong-Scott Dump in the driveway, and a 2,000-bushel automatic scale.

EASTERN

A grain business is to be conducted at Plantsville, Conn., by Edw. Memhel and F. J. Sarve.

The elevator of the General Milling Corporation of Buffalo, N. Y., which burned, is to be rebuilt.

A permit has been granted to the Superior Elevator Company for the erection of a grain elevator at Buffalo, N. Y., at a cost of \$25,000.

The George J. Meyer Malt & Grain Corporation of Buffalo, N. Y., is said to be negotiating for the Monarch Elevator from the Wheeler Estate.

C. P. C. C. and J. E. Lawson have incorporated at Brockton, N. Y., as C. P. Lawson & Sons, and will deal in grain, feed and other commodities.

The grain and feed business of W. H. Griswold at Windsor Locks, Conn., has been bought by Charles Lewis & Son. Included in the property is a grist mill.

The Great Eastern Elevator Corporation has bought the Great Eastern Elevator at Buffalo, N. Y., from the American Linseed Company. The Great Eastern company is headed by Levi S. Chapman of Syracuse.

The interest of Byron Lapham in the grain business at Glens Falls, N. Y., known as Lapham & Parks, has been bought by Herman M. Parks. The Lapham family has been associated with the company for 50 years.

Plans have been made by the Fegles Construction Company, Ltd., of Minneapolis, Minn., for a grain elevator of 2,500,000 bushels' capacity at Port Richmond, Pa., for the Philadelphia Grain Elevator Company, a subsidiary of the Reading Company.

The Electric Elevator at Buffalo, N. Y., has been transferred from the Electric Grain Elevator Company to the Eastern Grain Mill & Elevator Company. The new owners have begun operations. The Eastern Grain Corporation bought the elevator some time ago. Leon R. Lavigne is superintendent.

Folwell-Ahlskog Company is working on the foundation for a 1,250,000-bushel elevator and work-house for the Washburn Crosby Company at Buffalo, N. Y. It will be located at the company's mill plant at Michigan and Ganson Streets and is expected to be finished by September 1. It will bring the Washburn Crosby Company's Buffalo capacity to 5,000,000 bushels.

CANADA

A 1,000,000-bushel elevator is to be built at Midland, Ont., for the James Playfair Company.

M. P. McCaffery, backed by British capital, will erect a privately owned terminal elevator at Prince Rupert, B. C.

The Vancouver Harbor Commission, Vancouver, B. C., is calling for tenders in sheet metal work for No. 3 Elevator.

A large private terminal grain elevator is to be erected at Vancouver, B. C., for the Panama Pacific Grain Terminals, Ltd., of Vancouver.

The Eastern Terminal Elevator Company, Ltd., of Fort William, Ont., has closed its local office and in the future will maintain headquarters at Port Arthur only.

A 1,000,000-bushel elevator is to be erected at Owen Sound, Ont., for the Great Lakes Elevator Company at a cost of \$450,000. It has let the contract to the Barnett & McQueen of Fort William, Ont.

The Golden West Grain Company of New Westminster, B. C., has agreed to the terms of the lease drawn up by the council in regard to the leasing of a water lot for a 20-year period for elevator purposes.

A syndicate of business men of Waskatenau, Alta., has been formed, headed by G. G. Fowler and have made arrangements for leasing a site for the first unit of a grain elevator to be built at Westminster, B. C., in a few months.

Saskatchewan Pool Elevators, Ltd., Regina, Sask., has been incorporated with a capital stock of \$100,000. This company is a subsidiary of the Saskatchewan Wheat Pool. It is incorporated to conduct, acquire, build, operate, maintain, purchase, hire lease or otherwise dispose of elevators or warehouses, both public and private. The directors of

the Saskatchewan Co-operative Wheat Producers, Ltd., are shareholders in the new company, each having one share of stock the balance being held by the Saskatchewan Wheat Producers, Ltd.

Dr. W. L. McDougald, chairman of the Board of Harbor Commissioners, Montreal, Que., says that it is planned to add 3,000,000 bushels' capacity this season to Elevator No. 3, the first unit of which was completed last September.

The Manitoba Pool Elevators, Ltd., are to be incorporated this year with capital of \$1,000,000 to erect about 100 elevators this year in Manitoba. The Saskatchewan Pool will form a similar company, capitalized at \$2,500,000 to build 200 elevators in Saskatchewan. The Saskatchewan line will be operated for pool members.

An injunction has been granted restraining the Vancouver Harbor Commissioners, Vancouver, B. C., and the employed dredging company from carrying on underwater blasting near the Spillers' Elevator. The concrete track-loading shed of the Spillers' plant has cracked and considerable damage has been suffered by the Vancouver Terminal Grain Company, Ltd. Preparing channels on each side of the new jetty that is to carry the gallery for both Spillers' and No. 1 Elevators out to deep

water for loading purposes necessitates the use of high explosives. John Lynn Davidson and the Vancouver Terminal Grain Company, Ltd., had the writ issued restraining such blasting and seeking damages for alleged injuries, whereupon the injunction was granted.

Following the recent incorporation of the Manitoba Pool Elevators, Ltd., Winnipeg, Man., it is announced that the company's plans call for the construction in the province this year of 100 elevators which will be utilized for the storage of pool members' wheat.

According to reports for the period ending December 31, 1924, the profits of the N. Bawlf Grain Company and of its subsidiary, the Bawlf Terminal Elevator Company, are being maintained at satisfactory levels. The company has also improved to a considerable extent its cash position.

Details of the 1,250,000-bushel terminal elevator at Prince Rupert, B. C., upon which a start has been made, reveal that the plant will have a height of 200 feet, with base measurements 95x60 feet. There will be 36 circular bins, height 90 feet; diameter 21 feet; smaller bins between. There will be installed equipment for grain sacking for bulk shipment and a drying house.

into the headhouse where about 60,000 bushels wheat were being cleaned. Most of the grain was damaged. The loss was \$100,000; it was fully insured.

Easley, S. C.—The building occupied by Finley & Whitmire grain and feed and provision dealers was destroyed by fire on March 15.

Griffin, Ind.—Two elevators here were destroyed during the tornado of March 13. They were owned by the Igleheart Bros. and C. N. Garrett.

West Union, Ind.—The elevator of the Linebarger Elevator Company was destroyed by fire on March 12. Some 3,000 bushels corn were destroyed.

Tacoma, Wash.—Part of the warehouse occupied by John B. Stevens & Co., dealers in hay and grain was destroyed by fire on March 6, with a loss of \$35,000.

Hammon, Okla.—Fire destroyed the warehouse of the W. E. Lambert Dray, Feed & Poultry Company together with several tons of feed. The loss is \$10,000.

Juanita, Neb.—The grain elevator and flour mill here owned by W. H. Desanno & Son, were destroyed on March 28 with a loss of \$20,000. It will not be rebuilt.

Monroeville, Ohio.—The grain elevator and storehouse of J. P. Easton were destroyed by fire with a loss of \$100,000. Insurance amounting to \$87,000 was carried.

St. Louis, Mo.—The building occupied by the D. T. Bushnell Seed Company was burned with a loss of \$175,000. The fire started from spontaneous combustion, it is believed.

Lexington, Mass.—The grain mill of J. Cushing & Co., was damaged by fire on March 16 to the extent of \$15,000. The fire originated in the warehouse used for straw storage.

Norwood (mail Cincinnati), Ohio.—Fire slightly damaged the grain elevator of the Henry Feldman Company, retail feed dealers. The blaze was caused by the exhaust from a small gasoline engine.

Dundee (near Great Bend), Kan.—The grain elevator here of Urban McGreevey was destroyed with 1,700 bushels wheat, a grain wagon and some farm tools. The fire started from overheated bearings.

Pueblo, Colo.—A large Alfalfa mill and elevator was destroyed by fire on the Broadacre Farm & Livestock Company's ranch 15 miles from here. A considerable amount of grain and Alfalfa meal was stored in the elevator.

Logansport, Ind.—On March 28 fire destroyed the Jordan & Baird Elevator with a loss of \$15,000, which is partly covered by insurance. In the elevator were 500 bushels corn and oats and a quantity of feeds and fertilizers. The fire was of unknown origin. The elevator will be rebuilt.

FIRES-CASUALTIES

Goodhue, Minn.—The Robert Stock Feed Mill was burned.

Trilla, Ill.—Fire destroyed the grain elevator of George A. Kizer.

Lerne, Ill.—The grain elevator here was totally destroyed by fire.

Boonville, Mo.—Fire destroyed the Farmers Elevator here recently.

Crete, Ill.—The elevator of William Werner was damaged by fire on March 28.

Sheffield, Iowa.—Lightning struck and damaged the Farmers Elevator on March 9.

Owensville, Ind.—Tornado did slight damage to the elevator of Ford and Leonidas Garrett.

Limon, Colo.—A tornado damaged the elevator of the Robinson Grain Company on April 1.

West Branch, Iowa.—Slight damage was done to the H. L. Moorehead Elevator here by fire.

Sentinel, Okla.—The elevator of the Clinton Milling Company was damaged by fire on March 13.

Bantry, N. D.—The Imperial Grain Elevator Company's elevator and 12,000 bushels wheat burned.

Mayfield, Kan.—The elevator of the Hunter Milling Company was damaged by a tornado on April 7.

Hayfield Minn.—The Sunwall Independent Elevator here was destroyed by fire of unknown origin.

Dexter, Mo.—The elevator of the Sikes-McMullin Grain Company was damaged by windstorm on March 18.

Lahoma, Okla.—The elevator of the Enid Milling Company here was damaged during a tornado on March 20.

Lake Bruce (Kewanna p.o.), Ind.—The elevator of Jordan & Baird was totally destroyed by fire on March 28.

Tacoma, Wash.—The warehouse, hay and grain, of John B. Stevens & Co., was damaged with a loss of \$35,000.

West Frankfort, Ill.—Slight damage was done in March to the warehouse of the Kuykendall Bros. by a windstorm.

Lowell, Mass.—Fire on March 21 destroyed the two storage sheds of the Ryan Grain Company with a loss of \$10,000.

Wichita Falls, Texas.—The hay barn of the Wichita Feed & Fuel Company was destroyed by fire on March 31.

Hutchinson, Kan.—Windstorm slightly damaged the elevator of the Collingwood Moore Grain Company on March 20.

Minneapolis, Minn.—Fire recently damaged the Martin Elevator of the Brooks Elevator Company, with a loss of \$25,000.

Lehr, N. D.—The Eichorn Grain Elevator was destroyed by fire of unknown origin together with 15,000 bushels grain.

Manning, S. C.—Fire destroyed completely the hay, grain and building material store of C. W. Griffith on March 17.

Solomon, Kan.—The elevator of the Shellabarger Mill & Elevator Company was damaged during a tornado on April 2.

Danville, Ga.—The mill operated by O. N. Maxwell was destroyed by fire, which was started when a negro, looking for a dime, dropped the match he

was using. It started a fire in a pile of velvet bean hulls. The loss was \$25,000; no insurance was carried.

Portland, Ore.—A dust explosion in the warehouse of Kerr, Gifford & Co., Inc., resulted in a small loss on March 16.

Utica, Ohio.—Lightning destroyed the elevator and feed warehouse of George Branstool. The loss is covered by insurance.

West Humrick, Ill.—The elevator, crib, and dust house of Harry and Laverne Brock-Jones were destroyed by fire on April 4.

De Graff, Minn.—Fire destroyed on March 24 the Cargill Elevator with 25,000 bushels grain. The conflagration started in the pit.

Salina, Kan.—Fire on March 27 destroyed a four-story frame building of the Shellabarger Mill & Elevator Company and damaged the adjoining headhouse. The structure was built in 1870 and was the original Shellabarger Mill. The burned building housed the barley roller mill and packing machinery. The fire spread from the warehouse

OBITUARY

BARNTHOUSE.—C. F. Barnthouse died after a short illness. He was grain dealer of Upper Sandusky, Ohio.

BECKER.—William Edward Becker committed suicide on March 8. He had been manager of the B. B. Anderson Elevator at Spirit Lake, Iowa, for over two decades.

CLAIBORNE.—W. C. C. Claiborne died recently, aged 84 years. He was a well known local broker at New Orleans, La.

CLARK.—George C. Clark died aged 45 years. He was a member of the Clark Milling Company, feed manufacturers and jobbers of St. Joseph, Mo.

COLVIN.—Joseph D. Colvin died aged 82 years on April 2. He had for 50 years or more been in the grain and feed business at St. Petersburg, Ind. His widow and several children survive.

DELOACH.—Mrs. G. B. DeLoach died on March 2 at Brooklyn, N. Y. She was the first commercial seed analyst in this country. She had been connected with the Albert Dickinson Company, and the Nungesser-Dickinson Seed Company of New York City, but was not associated with any seed firm at the time of her death.

DICKINSON.—Albert Dickinson, a retired seed merchant and formerly an operator on the Chicago Board of Trade, died at his home in Orange City, Fla., aged 85 years. After the Civil War, in which he was a participant, he became president of the Albert Dickinson Company, and retired in 1912.

FELZIEN.—E. S. Felzien died recently. He had been manager of the Shannon Elevator at Palisade, Neb., for a number of years.

FRASER.—Donald B. Fraser died at his home near Chicago, Ill. He was well known among feed manufacturers and was at one time with the North

West Mills Company, Winona, Minn., and the Clover Leaf Milling Company of Buffalo, N. Y.

FERGUSON.—George A. Ferguson died aged 60 years. He was a retired feed merchant of Brooklyn, N. Y.

GREVE.—C. H. Greve died, aged 57 years, from abscess of the lungs. He was in the grain business at Craigmont, Idaho.

HARDY.—William E. Hardy died on March 13 at Arlington, Mass. He was a member of the grain firm of Rodney U. Hardy & Sons and of the Boston Grain and Flour Exchange. His widow and three children survive.

HEFFNER.—Henry R. Heffner died aged 92 years at his home in Circleville, Ohio, on March 31. Mr. Heffner had for years been interested in the grain and milling business and bought a flour and corn mill at Brooklyn, N. Y., many years ago. After operating this for three years, he sold the property and went back to Circleville where he entered the milling business with his brother.

HODGKIN.—William Henry Hodgkin died after a siege of pneumonia. He was 43 years old. He was a member of the firm of Martin & Hodgkin, grain and feed merchants of Winchester, Ky. His widow, two sons and one daughter survive him at Winchester.

HUGHES.—William H. Hughes associated with the Boston, Mass. grain and hay firm of Walter-Sanborn Company, died recently at his home in Malden, Mass.

JEREMY.—Thomas E. Jeremy died recently. He was manager of the Jeremy Fuel & Grain Company of Salt Lake City, Utah.

McGALLIARD.—William McGalliard died recently. He was connected with the Illinois Feed

MATHEWS.—Edwin H. Mathews died at Minneapolis, Minn. He was formerly in charge of the elevators of the Great Western Elevator Company, & Inspection Department and was well known to feed manufacturers and feed control officials.

M'KNIGHT.—Robert J. McKnight died on March 30. He was connected with the grain and flour firm of Robert McKnight & Sons of Philadelphia. His brother will carry on the business.

MORGAN.—A. P. Morgan, a grain merchant of Atlanta, Ga., was struck by an automobile and died from the injuries on March 16. He was 72 years old.

ORTH.—Edward O. Orth, treasurer of the wholesale and retail flour and feed concern operating as Philip Orth Company of Milwaukee, Wis., died in Chicago, after a long illness.

PITMAN.—D. J. Pitman died from heart failure at Murray, Neb. He had been agent for the A. B. Wilson Company at Murray for 16 years.

PROCTOR.—George O. Proctor died on March 4 at his home in Somerville, Mass. He was chairman of the Grain Inspection Committee of the Chamber of Commerce of Boston and a partner in Proctor Bros., grain dealers of Cambridge. He came to Boston in 1874 and formed a partnership with his broker to conduct a grain and hay business.

PROULX.—E. G. Proulx died at La Fayette, Ind., on March 31. He was state chemist in charge of feed control work in Indiana and was well known, having served as president of the Feed Control Officials Association. It was largely due to the efforts of Mr. Proulx that such a cordial feeling of co-operation was established between feed control officials and feed manufacturers, which has made it easier for both.

SMITH.—William Augustus Smith died, aged 87 years recently. He was for years store manager of the Schneider Feed Company of Louisville, Ky.

TODD.—George F. Todd died on April 1, aged 64 years. He was a feed miller, located at Morrisville Station, N. Y. His daughter survives him.

VERTS.—J. Verts died from paralysis. He was formerly a grain dealer at Nelson, Billingsville and Boonville.

WARD.—George Ward committed suicide. He was manager of the Farmers Elevator at Nekoma, Ill.

WOODWARD.—M. H. Woodward, formerly of the grain commission firm of Woodward-Newhouse Company of Minneapolis, Minn., was asphyxiated by carbon monoxide gas while working on his automobile in a closed garage at his home at Lake Minnetonka. He was 37 years old.

and rate comparisons, tending to show that the rates to the groups involved were high compared with western rates. It was his opinion that the western carriers, being the originating lines, ought to get more for their haul of the grain than they do.

Three different complaints against the Missouri Pacific Railroad by the Moore-Lawless Grain Company, have been recommended for dismissal by the Interstate Commerce Commission by Examiner Money. The claimant declared charges assessed on wheat from Kansas City, to various interstate destinations, were discriminatory and prejudicial in general, and that wheat accorded transit at Sweet Springs, Mo., was overcharged.

In retaliation for charges brought against the Beaumont, Sour Lake, and Western Line, et al., by the Fuller Grain Company, the carriers submitted schedules of previous undercharges that it wished to be allowed from the grain company. Both the complaints, charging unreasonable rates on Galveston shipments via Kansas City, and the petitions for undercharge allowances, were dismissed however, upon examination.

Taking the case of Clay Grain vs. the Atchison, Topeka and Santa Fe Railroad as the controlling precedent, the Interstate Commerce Commission has ordered reparation awarded to Julius W. Jockusch and other claimants, by the Gulf, Colorado, and Santa Fe Railroad and other lines.

Defendants, the Commission said, conceded that the finding in the Clay Grain case was controlling in this one and did not resist reparation to such complainants as could show they had borne the charges assessed. The complaint alleged the rates were unreasonable to the extent of the switching charges exacted for delivery to the export elevators and asked for reparation on shipments made since May 1, 1921. In the Clay Grain Case the Commission found that the switching charges should not have been added to the line-haul rates.

IN THE COURTS

Business has been suspended by the Farmers Corporation of Coulee City, Wash., and voluntary bankruptcy proceedings will be started. The company owns a 25,000-bushel elevator and two warehouses with combined capacity of 125,000 bushels sacked grain.

A voluntary petition in bankruptcy has been filed by Robert Krentzman of Chelsea, Mass., a grain and hay dealer there. Its liabilities are \$3,565; assets, \$2,141.

An assignment has been made by the Kyle Bros. Grain Company of Spokane, Wash. C. K. Lee has taken over the business for the creditors and will handle the liquidation.

M. E. DeWolf was appointed receiver by Judge DeLand of the DeWolf Grain Company which has elevators at Spencer, Gillett Grove, Webb, Marathon, Albert City, Royal and Raleigh, Iowa. The court granted him power to borrow \$15,000 to buy grain and meet the current expenses issuing certificates which are a lien on the assets of the corporation.

The Appellate Court at Springfield, Ill., sustained the judgment issued by the Circuit Court in the case of the Easton Elevator Company vs. Fernandes Grain Company. The Easton company sued under the gambling act for \$40,000, alleged to have been lost on trading in wheat futures, the orders for which were handled by the Fernandes company. The court in the first instance gave judgment against the plaintiff. The Appellate Court reversed this on the ground that the case should have gone to the jury. In the second trial the evidence was given to the jury which found for the Fernandes company. The Easton firm then appealed but lost the Appellate court decision.

The Northern Grain Company of Winnipeg, Man., sued the Goderich Elevator & Transit Company, Goderich, Ont., for \$7,960, the value of wheat stored by the Northern company with the Goderich elevator company, and which grain the elevator company delivered to the Peerless Cereal Mills, Ltd., at Woodstock, Ont., on instructions by the Peerless people to the Goderich elevator company. The Peerless company went into liquidation, and the question arose: Who shall pay the loss? Justice Riddell found in favor of the Northern Grain Company, but the divisional court, with Hodgkin J., dissenting, allowed the appeal and dismissed the action. So far, the Northern Grain Company must bear the loss, and collect, if it can, from the Peerless liquidator. The whole question turns on whether an elevator company must see that the grain has been paid for before it is shipped from the elevator. The first divisional court at Osgoods holds that, if the man who stores the grain tells the elevator company to take instructions from a third party to deliver out that grain, and the elevator company acts on those instructions, it owes no duty in law to owner of grain for owners protection as to purchase price of goods.

TRANSPORTATION

LAKE FREIGHTERS MOVE HALF BILLION BUSHEL

Surpassing the high mark of 1922, by some 30 millions of bushels, the grain cargoes moved on the Great Lakes during 1924, totaled 543,647,566 bushels. In making known these figures the Lake Carriers' Association annual report points out that grain was virtually the only commodity to provide any great degree of satisfaction to carriers during the 1924 season. Iron ore, coal and copper on lake bottoms stuck closely to their 1923 figures. Lumber shared in the tonnage boom with an increase of 45 per cent over the 1923 volume. Flour showed an increase of 5 per cent, and this with the straight grain went to make the greatest movement of grain on the Great Lakes in history of inland navigation.

LAUNCH ENGLISH SHIPS FOR LAKE GRAIN

At Napier's shipyard in Old Kilpatrick-on-Clyde, England, four ships have been built and recently put on the skids as a start on the voyage to the Great Lakes where they will be operated as grain carriers by the Eastern Steamship Company, Ltd. The latest boat launched is the *John B. Richards*, named after a Buffalo admiralty attorney, who has been identified with marine interests for several years.

The other boats just launched are the *Norman B. Macpherson*, the *Judge Kenefick* and the *John A. Halloway*.

These vessels are all for the Montreal trade, and reach Buffalo in May. More launchings for the same company will take place the latter part of this month.

I. C. C. ON THE FENCE

In the fall of 1922, a complaint was filed before the Interstate Commerce Commission by the Oklahoma Millers' League, charging rail carriers with having rates in effect between its state and points to the south, that were discriminatory against its members. With a celerity found only in Governmental agencies, the Commission got around to a decision in about 16 months, and dismissed the complaint.

Although the rates attacked were found to be "not unduly prejudicial," the examiner recommends a readjustment. "Unless railroads in the territory affected follow the recommendation made by the Interstate Commerce Commission, that they 'endeavor to readjust the rates in issue so as to bring them more into harmony with the general adjustment maintained on similar traffic,' the Oklahoma Millers' League will make another complaint against the carriers."

GULF PORT SHIPPING STRONG

The port records from New Orleans will be of increasing importance in the next few years, not only as an indicator of export buying through this southern outlet, but also of the spring and summer volume that may be carried down the Mississippi by such service as the Warrior Barge Line offers, operating between St. Louis and New Orleans. Thus far in 1925, the records give no clue pointing to heavy grain shipments via river routes.

The New Orleans Board of Trade reports exports of wheat through that port, for the month of February to have been 2,173,043 bushels; of corn, 163,

879 bushels, and of oats 102,749 bushels. Compared with the corresponding month in 1924 this is an increase of 2,027,943 bushels of wheat and 84,534 bushels of oats and a decrease of 996,163 bushels of corn.

In Galveston, nearly a 500 per cent jump in wheat cargo has been marked up for the eight months' period ending this March first, compared to the same months a year before.

Shipments of wheat through the port of Galveston during February amounted to 977,684 bushels and the total since July 1, 1924, amounted to 30,089,684 against a total of 5,105,000 for the 1923-24 season.

LENINGRAD CHARTERS FIXED

A survey of the London ship charter market indicates that a great many orders are circulating. Seven grain charters were fixed by April 2, for wheat carriage from northern Atlantic points to Leningrad, Russia, at a freight rate of 22 cents per hundred pounds. Early April loading is specified.

TRANSPORTATION NOTES

An examiner for the Interstate Commerce Commission recently recommended that reparation be granted at once to the Russell-Heckle Seed Company in its case against the Missouri Pacific Railroad. It was charged and found that rates on two carloads of cottonseed shipped from Clarkville, Texas, to Memphis, Tenn., were unreasonable in that they exceeded the aggregate of intermediate rates in effect at the same time along the same route.

Saying that the rates structure on grain and grain products throughout the Southeast, was now before the Commission, Examiner Woodrow has recommended a dismissal of the case brought by the Traffic Bureau of Nashville, Tenn., against the Louisville Railroad. The complaint alleged that reshipping and local rates were unreasonable to the extent that rates from St. Louis and Ohio River crossings exceeded and exceed the respective local and reshipping rates from those river crossings to Memphis, Tenn. The examiner said the decision referred to, now pending before the Commission was necessary before further steps toward reparation could be taken by the claimant.

Preliminary hearings have been heard on the complaint of the Chicago Freight Association against Pennsylvania Railroad rates from Chicago to Aurora, Garrettsville, and Mantua, Ohio. C. C. Plummer, for the Pennsylvania, explained that the destination points in Ohio, on the line of the Pennsylvania, were arranged in groups and that the three points involved had been recently changed from one group to another.

S. H. Benson, for the Chicago Board of Trade, entered testimony to the effect that rates from Chicago to the points of destination involved were sufficiently compensatory without changing the grouping—that, in fact, they were too high. He said the protest on the part of the Board of Trade was partly based on the fact that the increases were not published from competing markets such as Milwaukee, St. Louis, Decatur, Peoria, and Mississippi River crossings.

He introduced a number of exhibits of rates

FIELD SEEDS

(Continued from Page 698)

one-third larger area than a year ago. Great enthusiasm for more Alfalfa has also been expressed in many other Wisconsin counties.

There was a tremendous demand for seeds in the last two or three weeks according to a report on April marketing conditions by the Courteen Seed Company. The demand proved better, it was said, than had been anticipated, in fact buying was on a scale which was surprising. It was apparent that farmers wanted the seeds, regardless of prices and this demand was reflected in the trading of the leading seed houses.

It is still too early, the Courteen company says, to know just how the Clover fields have come through the winter. It is believed, however, that the crop has come through the winter very well. The Courteen company, however, reports considerable damage news from Ohio, Indiana and some other states.

One of the notable trends in the seed trade this year was the strong demand for Alsike. The main reason for this tendency to use Alsike was believed to be the low price of it as compared with the ruling quotation for other seeds. At the last minute, however, the demand for Red Clover took on considerable momentum, so that the Red Clover demand also turned out better than expected, the Courteen officials report.

The demand for Alfalfa is also expected to be very good this season, although this buying comes along a little later. A large area is expected to be devoted to Alfalfa in Wisconsin this year and this is expected to create a large demand for the Alfalfa seeds.

The market for seeds held mostly steady to firm for most of the selling season, the Courteen company asserts, in fact prices for the most part somewhat higher than they were a few weeks ago. The good buying demand, it was said, also helped in maintaining the firm market.

The Courteen company anticipates that the vigorous demand for seeds is going to keep up for several weeks more. The late seed demand is also expected to reach a good sized volume in line with the good demand in the seed trade up-to-date.

The chief feature in the seed trade for the season of 1925 has been the reduction in the demand for Red Clover seed, according to the North American Seed Company. This line of buying was cut down to some extent, it was said, as compared with a year ago. In fact the call for Red Clover was reported as being disappointing for the entire selling season.

The trend of the trade this year has been distinctly in favor of Alsike and Alfalfa, the North American company states. This is due largely to the facts that these lines of seeds are cheaper and so have attracted the attention of consumers. The North American officials also expect a heavy call for Alfalfa, due to the fact that the farmers of Wisconsin are going in for the cultivation of Alfalfa on an increasing scale each year.

The call for Timothy seed has been slow during the entire season, the North American adds. This line of seeds apparently does not evoke much popularity from the consumer, hence there is not much call for it, the North American believes.

In a general way the seed demand has been good in the last 30 days, the North American company finds, in fact the buying has been fully up to the levels established a year ago. A good buying demand is also looked for for the rest of the season.

It is much too early to get a clear line on the amount of winter killing of Clover fields, the North American company asserts. Hence, no opinion will be hazarded on this question until the actual facts are brought out.

SEED CLEANING STATIONS

By C. H. BROOKS

J. W. Sangster of Listowel, Ont., has suggested a plan which involves the installation of a seed cleaning machine in localities where there are a number of farmers already interested in producing seed grains and grass seeds. It would be in charge of a capable and independent manager who would clean seed grains, etc., for all who will have the seeds tested and graded. In this way large quantities of seeds would be available, known to be of uniform grade so that when every seed cleaning station reports the goods of each variety and grade he has on hand, it will be possible to supply customers with large lots, uniformly up to standard.

Under this system it is believed that buyers need have no hesitation in placing orders. Probably where such seed cleaning stations are placed local seed growers Associations will be formed or growers will pool their seed and offer it for sale. In a few years' time this sale would be recognized as the place to buy reliable seeds in large quantities, to fill home or export orders.

At the present time a need for such plan is keenly felt as most seeds and grains for seed must

be sold under the regulation of the Dominion Government Seeds Act, and as yet few growers, indeed few localities, are equipped to do this in such a way as to meet with the approval of inspectors, or of purchasers.

There are good reasons to hope for all the assistance that will be necessary for this work, at least to start it in a way that will offer hope for success.

The Agricultural Commission of which Dr. Jamieson, M.P.P. for S. Grey, is chairman, has assured us that one of the recommendations from that body to the Ontario Government will be that sufficient assistance be given to the movement. It is endorsed by the Ontario Fairs Association, which, as is known, conducts the Field Crop and Combined Standing Field Crop and Threshed Grain Competitions, and there is little doubt but that the coming season will see some constructive steps taken in the matter.

NEW SEED TRADEMARKS

The following new seed trademarks were published in recent issues of the *Official Gazette* of the United States Patent Office: "PLYMROK" grass



Plymrok
Maflower

seed, in particular, Timothy, Redtop, Red Clover, Alsike and lawn seed. W. N. Potter & Sons, Greenfield, Mass. Filed January 29, 1925. Serial No. 208,823. "W. S." farm seeds. Williams Seed Company, Inc., Norfolk, Va. Filed December 3, 1924. Serial No. 206,206. "G. L. F." seeds, etc., used in producing and reproducing grains, etc. Co-operative Grange League Federation Exchange, Inc., Syracuse and Buffalo, N. Y. Filed August 2, 1924. Serial No. 200,865. "SIoux BRAND" garden, field, grass and flower seeds. Sioux City Seed Company, Sioux City, Iowa. Filed December 19, 1924. Serial No. 206,978. "MAFLOWER" seeds. W. N. Potter & Sons, Greenfield, Mass. Filed January 29, 1925. Serial No. 208,824.

STATE ADVERTISES PURE SEED

It is a credit to the heads of certain state testing stations that they not only interest themselves in getting better seed produced, but also in telling that part of the public interested, where high grade grain for planting can be obtained after it is produced. In a business concern, such activity would be under the head of sales promotion, and would

be recognized as the vital tieup between production and distribution.

In a 16 page bulletin, issued by the Wisconsin Experiment Station, the farmers are told where the certified and registered seeds there listed can be bought.

The title of the bulletin is "Pure Bred Seed Grains." Corn, oats, wheat, barley, rye, soybeans, field peas, Clover and Timothy are listed together with the names of association members handling this pure bred seed.

LOAN CORPORATION FOR SEED
WHEAT

Farmers in Washington now have assurance that loans can be made to cover all their needs for wheat seed. Organization of the Seed Wheat Corporation got under way rapidly at Spokane, the latter part of the week, with assurances that the capital stock would be easily subscribed. Contributions from the grain men and millers of Spokane, was liberal, and over \$5,000 was subscribed in a short time. Other interests were equally as liberal. Subscriptions recently were in excess of \$28,000, with a quota of \$40,000 to be raised.

All applications for loans are ready and the farmers needing aid are urged to make application direct to the representatives of their particular district. There is plenty of wheat available for seed in the districts needing it, Mr. Krehbiel said, except possibly Franklin, Benton, Douglas and North Grant Counties. However, it will be necessary to ship only a short distance to these counties. The loan contracts to the farmers call for a settlement after harvest receipts are in.

WHY CLOVER CAN'T BE SPARED

A good growth of Clover on a farm is usually regarded as an indication that it is one of the best farms of the community. Despite its known value to the land only a small percentage of the farms show Clover fields or fields of mixed Clover and Timothy. The amount of Clover grown is relatively small.

A ton of Clover hay contains about two or three times as much protein as a ton of Timothy or Red Top hay, according to experiment station reports, which show the superior value of Clover as feed. Experiment station statisticians estimate that a farmer who feeds Clover instead of ordinary grass hay reduces the cost of his milk production 25 per cent. The Connecticut station makes this estimate.

A bulletin from this station also calls attention to the value of Clover in maintaining the mineral reserves in cows and young stock. The value of Clover hay is greater per ton and the yields are greater than grass hay per acre.

Efforts to grow Clover were slackened when feed could be bought easily and cheaply. The soil does not contain as much lime or mineral plant food as it once did but the chief difficulty has been the use of Italian seed not adapted to our climate and plants from which have not proved hardy. Failures are to be expected unless seed is sown in northern climates which is known to have been produced under similar climatic conditions.

Seedsmen, are now, after many difficulties with imported seed, sticking only to imported seed they know will prove hardy and to home-grown seed.

North American Seed Co.

Wholesale Grass and Field Seeds

Milwaukee, Wis.

"THE HOUSE OF QUALITY"

Exporters

Importers

Nungesser-Dickinson Seed Co.

NEW YORK, N. Y.

Wholesale Seed Merchants

Buyers and Sellers

Timothy, Red, White, Alsike and Alfalfa.
Clovers, Redtop and Millet Seeds

YOU can keep in touch with the Grain and Seed world by reading the news and reports in the "American Grain Trade".

SUBSCRIBE NOW—\$1.00 A YEAR

BETTER SEEDS; BETTER CROPS
SEEDS PRUNTY SEED & GRAIN CO.
9 South Main St. SAINT LOUIS



BUYERS—SELLERS, FIELD SEEDS
ED. F. MANGELSDORF & BRO.

Wholesale Field Seeds

First and Victor Sts., St. Louis, Mo.

Many soils need liming for Clover crops. Lime makes the crop much more certain and more bountiful. When Clover does not flourish lime should be applied. Red Clover yields much more quickly to the beneficial results of lime than Alsike and when both are sown and the Red Clover fails, lime is needed.

CLOVER HIGHER

Southworth & Co., of Toledo, in their letter of April 11, say: Cash Clover higher this week. Very little trade. Dealers reporting good demand and expect it to continue for two or three weeks. It now looks as though quite a little Clover may be carried over unless brisk demand develops during the balance of April. There has been large substitution of Alsike, Alfalfa and Sweet Clover, which undoubtedly has been at expense of Red Clover. Receipts Clover this week 40 bags. Shipments 551. Receipts this season to date 15,620 bags. Shipments 19,495. Stocks here approximately 5,000 bags.

October Clover, the new crop future, ruled firm. There is active support on set-backs. This year the first trade in October was at \$17.50 January 9. It has recently been ranging from \$13 to \$14.

COLORADO CORN YIELDS HIGH IN TESTS

The standard corn varieties for Colorado out yielded others in tests carried in 1924 under the supervision of the Extension Service on an average of about eight bushels per acre. If this increase had been secured by all corn growers the net gain to Colorado farmers would have been over \$13,000,000 last year.

That is Colorado's side of the story; the other side is, of course, that just as varieties profitably used in other states did not do well in the western state, Colorado seed would likely make a poor showing farther east. Another point is that the Colorado standard variety of corn for irrigated sections of the northern part of the state and for the dry lands, is Minnesota No. 13, a high yielding yellow

dent corn introduced from Minnesota some 10 years ago and continually being improved. For the warmer irrigated sections of the state Reid's yellow dent is the standard yellow corn and Iowa Silver Mine the standard white dent.

CHEAP SEEDS EXPENSIVE

According to an analyst's report from Colorado, a farmer who buys cheap seed, is biting on bait. In the following paragraphs, Anna M. Lute, of the State Seed Laboratory, at Fort Collins, Colo., points out the difference between a cheap price for seed and a bargain price.

"Alfalfa seed is regularly advertised in various papers which reach farm homes, at \$7 to \$9 a bushel. We have each year examined such seed and find that the cheapness is an illusion. By way of illustration the following details may be of interest. A sample just tested is quoted at \$7 a bushel, the price actually paid for a six pound lot was \$1.25. The purity analysis on this test was 74.5 per cent, the germination test 49 per cent, hard seed 12 per cent, that is live seed 61 per cent. The per cent of pure live seed in that sample is 45.4.

"A good sample of Alfalfa seed should have a purity of 99 per cent or over and a live seed per cent of 95 or over, that is, a pure live seed per cent of 94. At 21 cents per pound for 61 per cent of live seed the cost of good seed is 32.36 cents per pound. Besides this he received 26,000 weed seeds with each pound, 575 of which were dodder."

CO-OPERATIVE ADVERTISING BY DENVER SEEDSMEN

In those localities where advertising is profitable, it is expensive, and the burden of testing out different pieces of advertising can be lessened when the space bill is shared by members of a group.

Six large Denver seed companies recently ran a good sized advertisement in the Sunday edition of the *Denver Post*. This medium was chosen for their selling story because it has a wide circulation (Continued on Page 705)

OIL ENGINES FOR SALE

60-horsepower Fairbanks-Morse.
50-horsepower Otto.
25-horsepower Fairbanks-Morse.
50 other sizes.

A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

ELEVATORS AND MILLS

GENUINE BARGAIN

Indiana elevator for sale, well located in city of 12,000, in good dairy and farm country. Well established feed business, which will show handsome profit every year, in connection. Owners have too many irons in the fire. INDIANA, Box 3, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

BEST FLOUR MILL OPPORTUNITY AVAILABLE

For sale or exchange at a genuine bargain.

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throughout the state of Colorado, and penetrates into many corners of the state's seed market.

The copy in the advertisement brings out the argument which Colorado seed sellers never allow to be neglected, that just as Colorado climate is ideal for people, it is also specially fitted by its air and soil, and long stretches of sunshine, to produce seeds that will more surely produce sturdy growths than seeds grown under less desirable climates.

SEED GERMINATION AND SCARIFICATION

Efficient systems of scarification of Clover and Alfalfa seeds have made possible approximately 22 per cent greater germination of the seed says the Michigan State Farm Bureau Seed Department. This statement followed the tests made by the department as part of its educational policy.

Tests made showed from 45 to 76 per cent total germination from unscarified seed whereas, the tests made from similar seed after being "processed" averages about 88.2 per cent germination.

In addition to increasing the immediate germination of seed, the "processing" takes out about two pounds of rough coating from each bushel of seed, thereby giving the farmer that much more good seed to each bushel.

CO-OPERATIVES SELL FARM BUREAU SEEDS

Michigan Farm Bureau brand seeds, introduced in 1920 by the Michigan Farm Bureau Seed Service, have proved so satisfactory and so popular with the farmers of the state that 154 co-operative associations have recently advised the Michigan Farm Bureau Seed Service that they are handling nothing but seeds of this brand. It is stated that only carefully selected tested seeds known to be

adapted to the Michigan climate are packed under this brand, and their purity, high germination and vitality are fully guaranteed by the state organization. All seeds are packed in sealed sacks at the warehouse of the Farm Bureau Seed Service and are delivered to the growers in the original packages.—Bureau of Agricultural Economics, in recent bulletin.

SEED LABORATORY FOR UTAH

The rapid growth of the Alfalfa seed industry in Utah with its increasing demands for state seed analysis and certification, has made advisable the establishment of a seed laboratory at the state capitol, operated under the direction of the state board of agriculture. Because of this, the crop and pests inspector in his biennial report made the recommendation that a law be passed providing for the establishment of such a laboratory. As may be inferred from the recommendation, Utah has no state operated laboratory.

"NORTHWESTERN" ALFALFA SEED

The term "Northwestern", as applied to Alfalfa seed is misleading and should be abandoned, says A. L. Stone, director of the seed division of the Wisconsin Department of Agriculture.

"Only those familiar with trade practices understand that this term is now applied only to Utah-grown seed," says Mr. Stone. "It is doubtful if Utah seed should be labeled as northwestern-grown. In the minds of the majority of Alfalfa seed buyers 'Northwestern' means the Dakotas, Montana and Western Canada.

"Idaho, Montana, Dakota, Canadian and even Kansas-grown Alfalfa seed is sold as such by name. Why not sell Utah-grown seed as such and do away with the misleading term 'Northwestern'?"

A seed store is to be opened at Greenwood, Wis., by Eugene McHahon.

The A. A. Berry Seed Company has been reincorporated at Clarinda, Iowa, for another 20 years.

George Hall is manager of the recently organized Grow-Well Seed Company which has been formed at Waterloo, Iowa.

A second story is to be built to the branch plant of the J. C. Robinson Seed Company of Waterloo, Neb., at Rockford, Colo.

The Reist Seed Company has been incorporated at Wilmington, Del., to deal in seeds of all kinds. Its capital stock is \$100,000.

The Southern Seedsmen's Association will meet on July 20-22 at Memphis, Tenn. John Ross is president of the Association.

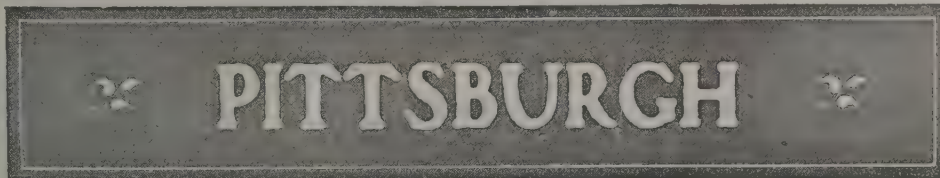
The Springfield Seed Company of Springfield, Mo., is to remodel its building this spring. The contract has been let for the work.

J. Lee Davis, J. W. Mann and T. C. Westbrook have incorporated at Waco, Texas, as the Saunders Lone Star Seed Company. Its capital stock is \$10,000.

Capitalized at \$10,000, the Carolina Seed & Fertilizer Company has been incorporated at Florence, S. C. J. D. Gilland is president and D. C. Shelley, secretary of the company.

The Porter Walter Seed Company of Salt Lake City, Utah, has started operations in its new store. In addition to complete line of seeds the company carries plants, nursery stock, tools, poultry and pet stock supplies, etc.

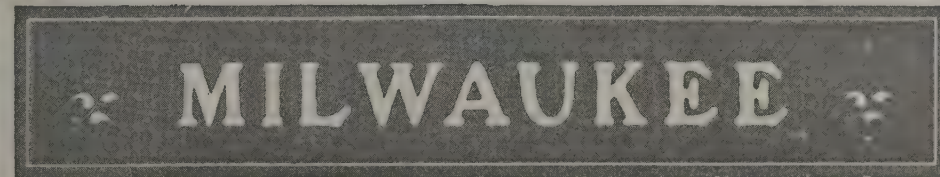
The interest of D. A. Sherwood in the Sherwood Seed Company, San Francisco, Calif., have been sold to C. F. Voorhies and his brother, Henry. The firm has been reorganized with C. F. Voorhies as president under the name of Sherwood Seed Company, Inc.



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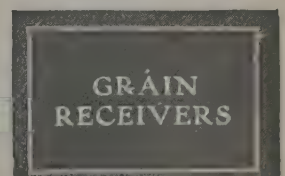
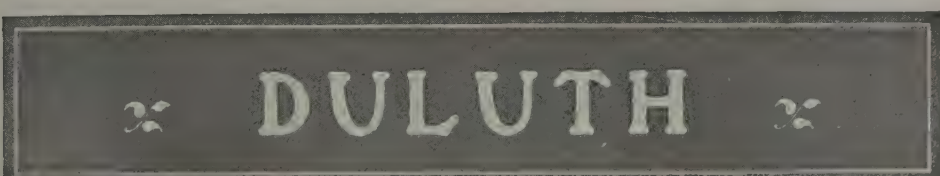
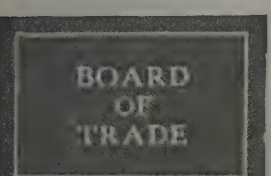
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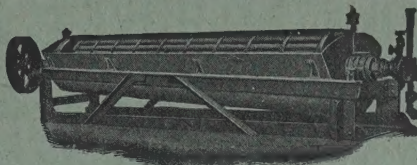
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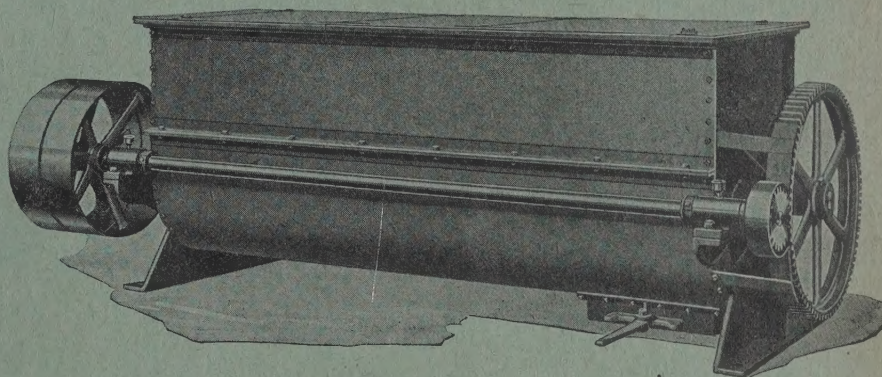
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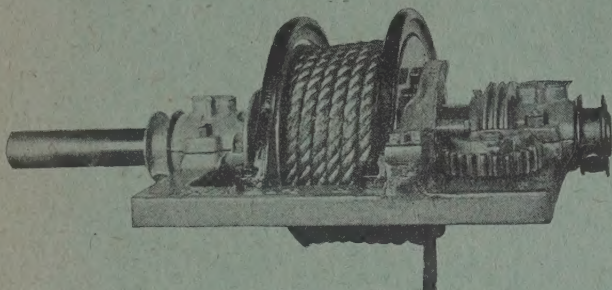
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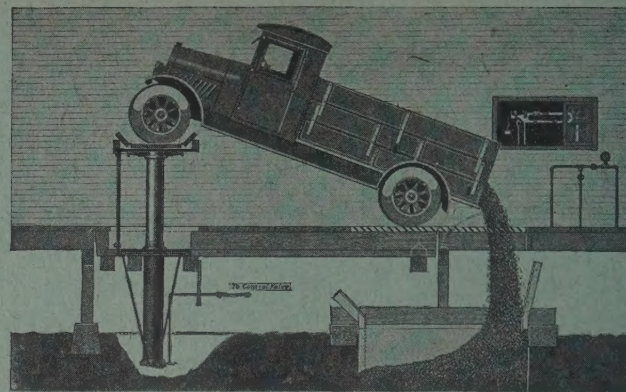
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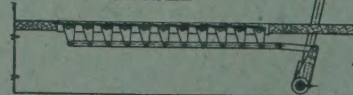
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